

JAN 19 1925

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N3
How Much Money Do You Lose on Your Scales?

See
p. 21

Vol. 72

PERIODICAL ROOM
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No. 3

THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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JANUARY 17, 1925

Published every Saturday by The National Provisioner, Inc., Old Colony Bldg., Chicago, Ill.
Entered as second-class matter, Oct. 8, 1919, at the postoffice at Chicago, Ill., under the act of March 3, 1879.
Subscription Price: United States, \$3.00; Canada, \$4.00; All Foreign Countries in Postal Union, \$5.00.

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The upkeep of Triumph Tankage Dryers is low enough to be forgotten. Once in several years you'll have to buy a new wheel for the fan which draws off the vapor; but aside from this (barring accidents) you will probably not have to buy any repairs during the entire life of the machine.

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Main Office and Works: Cleveland, Ohio

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Absolutely Pure Perfectly Dry

"Every ounce energizes"

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Before Using. Write for prices.

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M-239

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80 MAIDEN LANE
NEW YORK

A Formula and Full Directions for Curing Canned Hams Given on page 28

Brecold

MECHANICAL REFRIGERATION

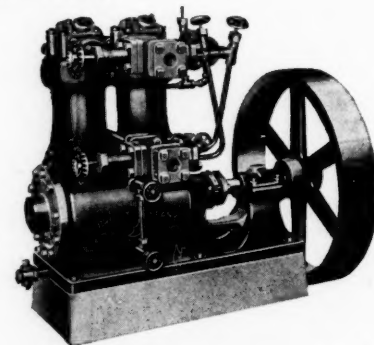
YEARS back when mechanical refrigeration was first introduced, Brecht experts and engineers began to make a study of the problems that came with it.

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Built by an organization which has passed its 70th year in business, it represents the type of merchandise with which Brecht has earned its reputation of dependability.

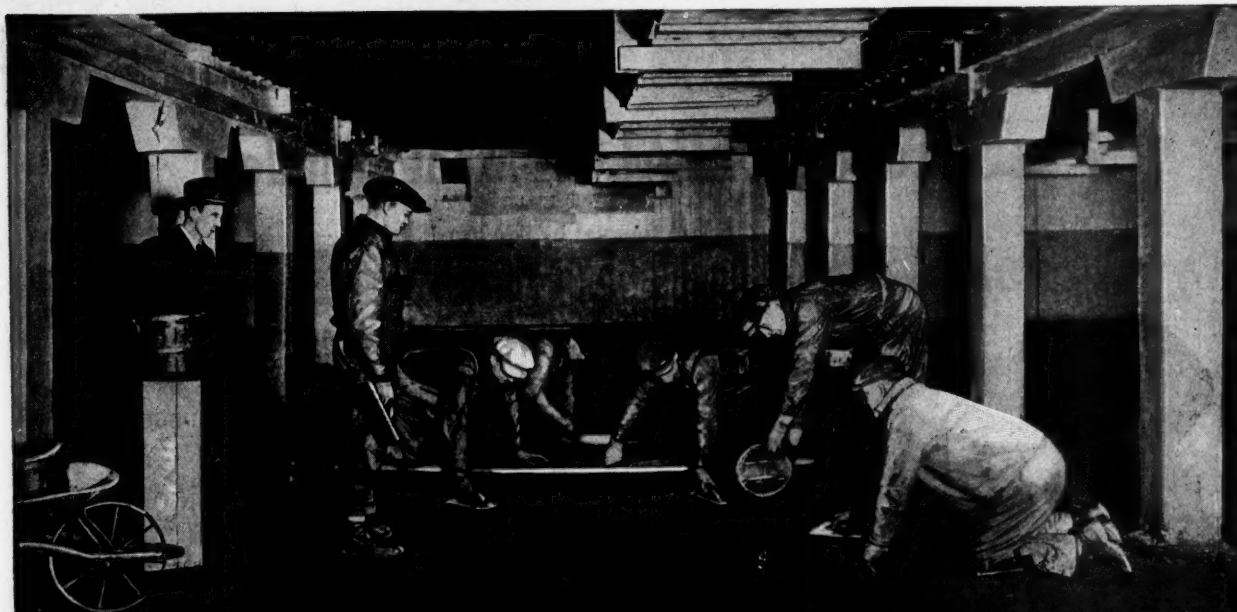
TELL us your needs and requirements. Consult with Brecold engineers. It incurs no obligation. Write today.

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Packers Supplies*



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THE flooring requirements of the meat packing industry may be summed up in the words "Sanitary and Serviceable."

Johns-Manville Flooring is waterproof, odorless, dustless and grease resisting. It meets every sanitary requirement.

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On every count, Johns-Manville Flooring meets the needs of your business. It is used by the leading packers throughout the United States and Canada.

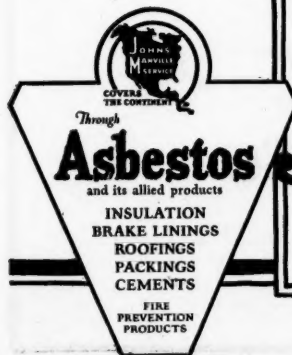
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The Machine that Cuts your Overhead and Increases your Output

The "BUFFALO" Meat Grinder

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It is revolutionizing meat cutting

Ask any of these men to whom we have just recently shipped our new model 66B

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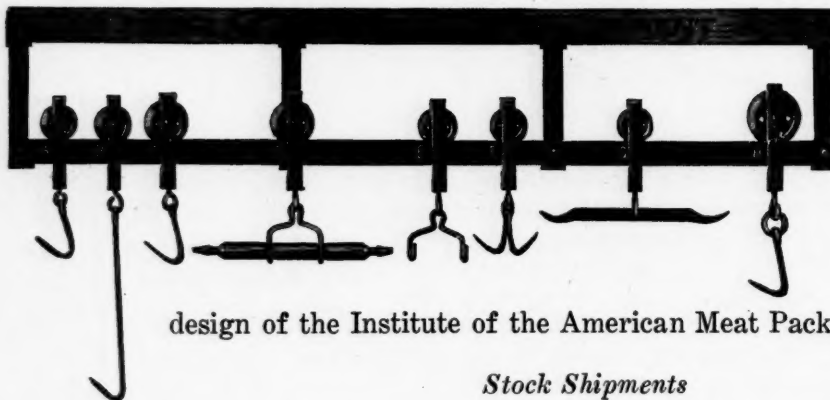
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|------------------------------------|--|
| A Hind quarter beef weight, 5 lbs. | E Light hog weight, 5 lbs. |
| B Fore quarter beef weight, 6 lbs. | F Standard double sheep weight, 5 lbs. |
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1. Its yielding spring pressure allows for expansion and contraction while cooking, reducing the shrinkage loss considerably. This saving alone in a short time pays for the boiler.

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3. It is economical, eliminating the need of cloth, string, and skilled labor formerly required.

4. The product is perfectly shaped, either oval or square according to the type boiler used. This, coupled with its superior flavor, makes for greater sales.

5. Its adoption and constant daily use for the past eight years by all the leading packers and provisioners, proves beyond doubt that its merits are intrinsic.

6. It is the invention of a practical man, experienced in the art of fine butchery, who foresaw the growing need for such a device.

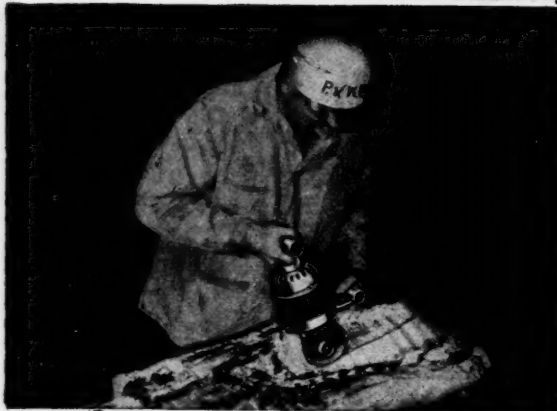
Like everything else successful, our Boiler has a few imitators. Caution must be exercised therefore to stipulate the genuine Adelmann Patent Ham Boiler when ordering through jobbers or supply houses.

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H & H Electric Scribe Saw for Pork Beef

Used by practically all leading packers
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"Have 3 Williams hammer mills grinding bones, tankage, chicken feed, also cracklings before going to expellers, and can highly recommend them."

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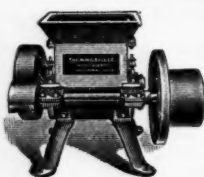
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Williams

PATENT CRUSHERS GRINDERS SHREDDERS



**The Wilson
No. 14**

**Bone
Crusher**

for Fertilizer
Manufacturers

A very durable machine to be
used with the

Dry Rendering Process

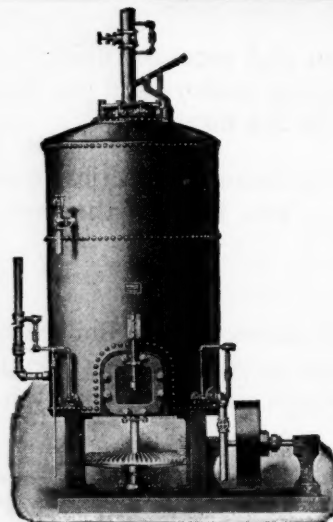
to crush beef scrap, crack-
lings, dry and green bone.

Capacity 10,000 to 14,000 lbs. per hour,
weight 3,000 lbs., 30 horse power also
smaller sizes.

Write for catalog and prices

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Successor to Wilson Brothers
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Dept. N



The Acme Combination Sanitary Rendering and Drying Machine

The inner shell is corrugated
which eliminates staybolts.

The bottom heads are rein-
forced by special construction
which prevents sagging.

The most efficient equipment
on the market.

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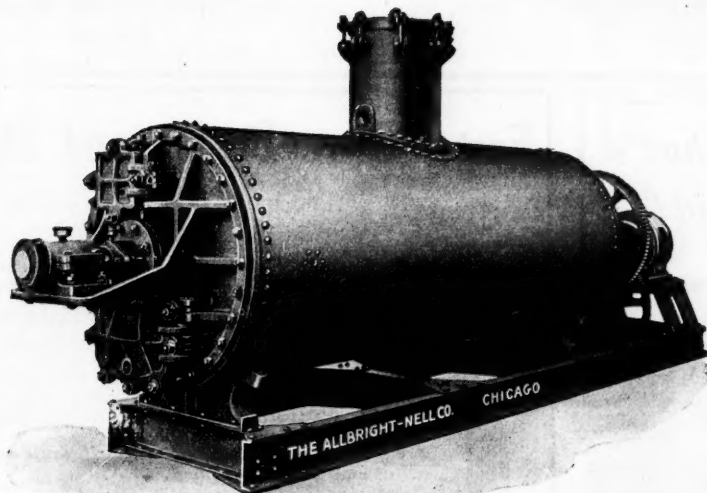
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LAABS' Sanitary Rendering Unit Is Proving a Great Success



No. 182
Process Patent Applied For

The rendering of animal products is being very successfully carried on by the Laabs' Sanitary Rendering Process, by combining cooking with steam and drying in vacuum. By this process dry cracklings are produced and the fats easily obtained by pressing.

Animal products do not require grinding or cutting in small chunks, but only need to be cut so that they will pass into machine, illustrated above, through 18" diameter dome. After materials have been processed they are easily handled by either hydraulic or expeller type presses.

All gases and obnoxious odors are under complete control all of the time and are eliminated.

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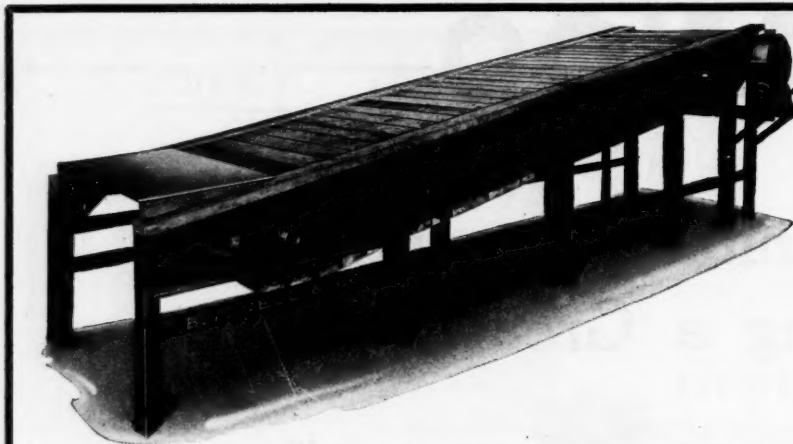
1. Produces better finished products.
2. No grinder or crusher is required to prepare the bones or other products for melting or cooking.
3. The digesting of the products, in the presence of 50 lbs. of steam pressure, is done without damage to the fats.
4. Drying under vacuum, with temperature control, makes the highest quality fats of bleachable grades.
5. The low temperature of drying in vacuum leaves all the albuminous substances in the crackling, and thereby produces a higher percentage of ammonia value in the cracklings.
6. Bones are softened by the steam cooking and are handled easily by either hydraulic or expeller type presses.
7. All steel construction.
8. Absolute, perfect control of sanitary conditions.
9. Less labor to operate.
10. Less cost to operate.
11. Lower cost of initial installation.
12. Occupies less floor space.

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CHICAGO, ILLINOIS



Moving Cutting Table No. 5

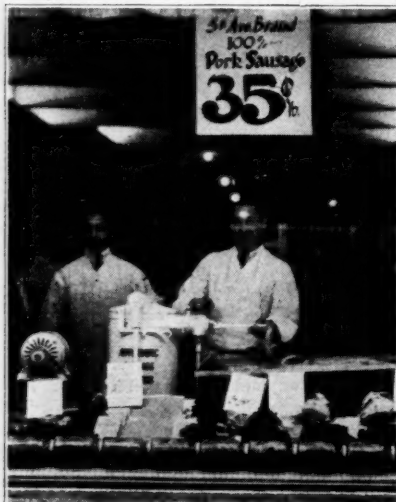
Table shown in cut is 2'-8" high at low end and 5'-6" at high end. 48" wide over all. Length 18'. We build these tables in all sizes to suit any conditions. Built of steel frame work with hard maple flights.

Also moving Hog Scraper Benches with platforms.

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years ahead!*

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What You've Been Waiting for!



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Made of 22 gauge galvanized steel all in one piece reinforced around the top with $\frac{1}{4}$ " steel rod welded at the ends with 1x1x $\frac{1}{2}$ " angle iron on bottom.



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20 gauge galvanized steel. Stock sizes 15" diameter 12" high. 18" diameter 13" high. Can be furnished in any size to meet your requirements.

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50 gal. Pressed Cover
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Sheet Metal Dept.
of
**Kretschmer
Mfg. Co.**
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Tra-ra-ra-ra-boom-de-aye!
 "BOSS" Equipments, best they pay.
 JUMBO "BOSS" cuts, mixes meat,
 Turns, unloads it, fast indeed.
 Makes fine, juicy sausage dough,
 Where in use helps business grow.
 Kahns say, "Pleased with installation,
 Write your own recommendation."

Another
 Wonderful
 "Boss"

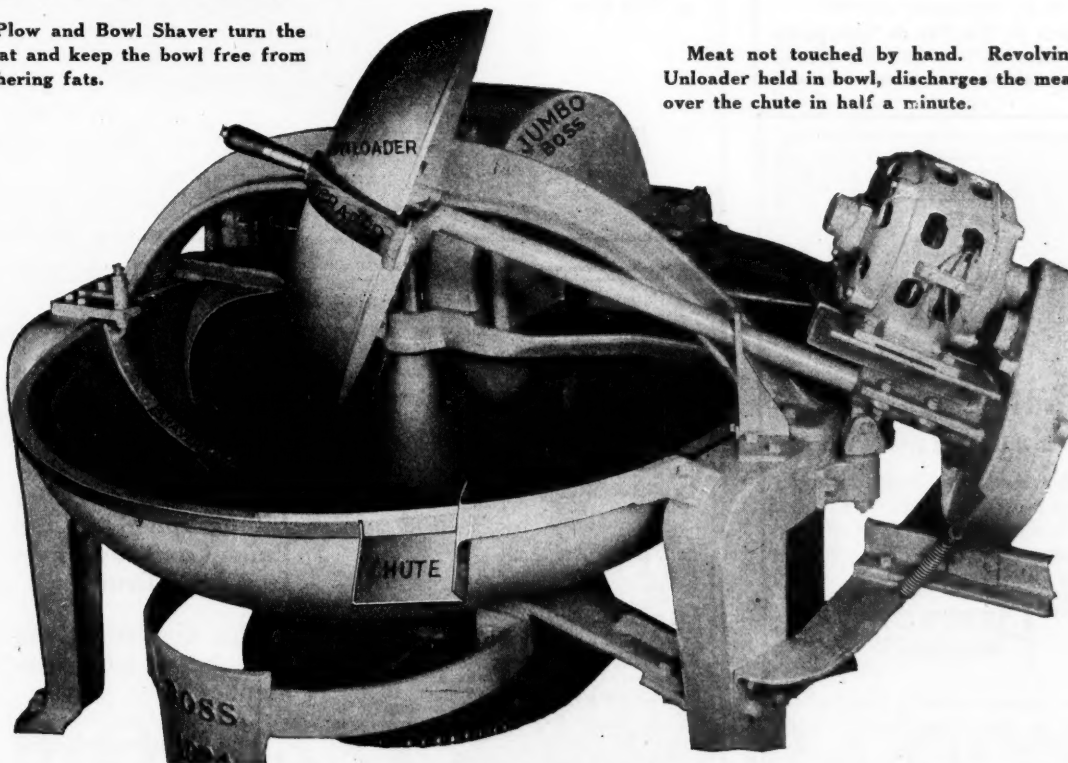
Time and Labor Saver

The E. Kahn's Sons Co., Cincinnati, ordered a "BOSS" Jumbo Cutter and Mixer after they had seen the one in operation at Armour & Co., Chicago. The Kahn Company, being delighted with the perfect work of this new Type Cutter and Mixer, told our Mr. Oscar C. Schmidt to write out his own recommendation.

This we accept with thanks and urge every Packer to install this new "BOSS" and he will give it a similar boost.

Plow and Bowl Shaver turn the meat and keep the bowl free from adhering fats.

Meat not touched by hand. Revolving Unloader held in bowl, discharges the meat over the chute in half a minute.



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 "BOSS" Machines

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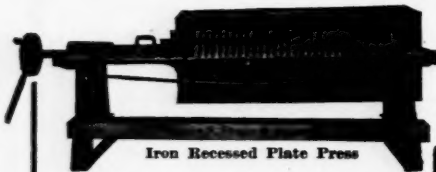
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L. O. KOVEN & BROTHER

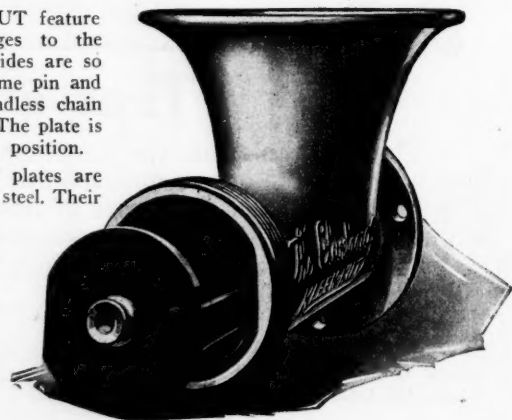
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package for sausage meat. Use it be-
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the customer to buy the same brand
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life is longer as well as the
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For this reason alone your
next chopper should be a
KLEEN-KUT.**The Cleveland Kleen-Kut Mfg. Co.**CLEVELAND, OHIO, U. S. A.
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BEEF, HAM and SHEEP BAGS



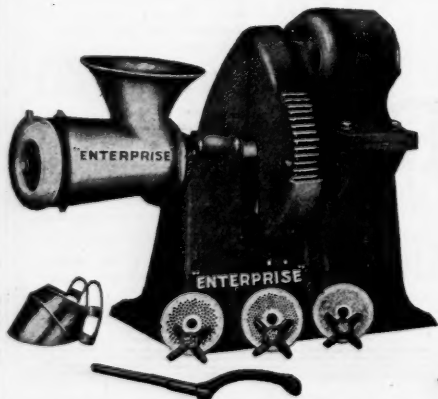
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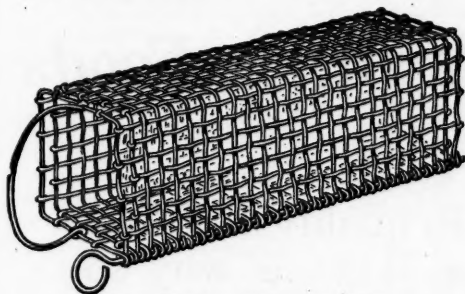
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Packers tell us that Perfection Sausage Molds have doubled and trebled their sales on minced hams and other sausages. Molds sausage into square uniform shape that is easily and uniformly sliced—pay their original cost in time and labor saved in cooking, smoking and cooling.

Write for our new booklet which tells the story completely. Also samples and prices.

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INCORPORATED

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Standard 1500-lb. Ham Curing Casks



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(6 in. square, 1 in. thick)

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The big corporation had steam at 150 pounds and could have had Ridgway Elevators.

Instead Mr. Architect said with a bang, "We have our plans all drawn for the other kind and that's what goes in."

And in they went. At much greater cost than Ridgway Elevators.

Then came the usual performance of juice losing, motor burning, overhead plunging and the regular monthly bill for repairs.

Then one day Ridgway met His Royal Highness at a Y. M. C. A. Convention.

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"We make a special sort of elevator. We give the man who has steam or compressed air absolute perfection in elevator service."

"Do you have a representative in my city?"

"No, we have no agencies nor salesmen. We just make them for the big engineers and the big concerns who appreciate the importance of uninterrupted vertical transportation as a great money saver."

"Who do you make them for?"

"Standard Oil, Pennsylvania Railroad, New York World, American Smelting & Refining, Heintz 57. All the Big Gas Works, Packard Motor Co., American Radiator, Continental Motor, DuPont Powder, The Big Paper Mills, The Finest Packing Houses, n'everybody who wants it good."

"Ridgway tell me about your machines," said his Royal Highness.

And we did. Then his jaws snapped and his eyes looked mad as he cried:

"Why in the dickens didn't my architect tell me about your elevators!"

He said he was having constant trouble with his elevator equipment and blamed the man who planned his mill.

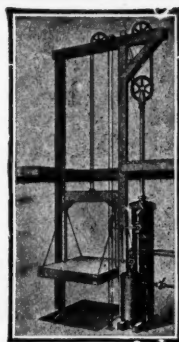
We told him if he had only read the papers he would have found out what it means to

"HOOK 'ER TO THE BILER"

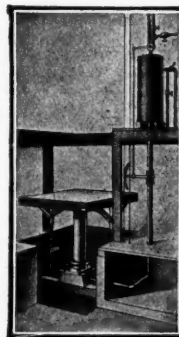
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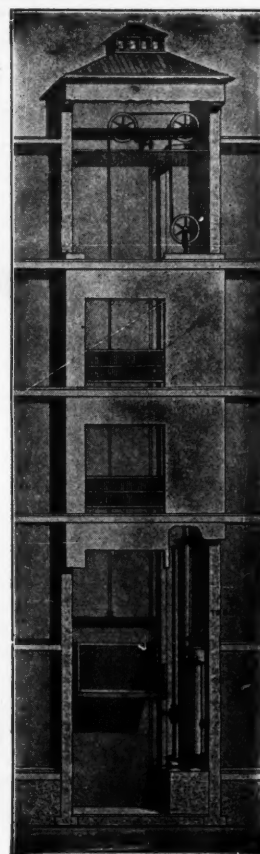
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PURE and guaranteed free from all foreign substances—absolutely dry. Every cylinder is tested before shipping and subject to your test before using.

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

PUBLISHED EVERY SATURDAY

Entered as second-class matter at the postoffice at Chicago, Ill., under the act of March 3, 1879.

Vol. 72

Chicago and New York, January 17, 1925.

No. 3

Weighing in the Packing Plant

One Point Where Dangerous Leaks May Occur if Work is Not Done Right and With Proper Equipment

Most packers are watching leaks in their plants pretty closely nowadays.

They watch the coal pile, they install temperature control apparatus, and they check up on wastes in all parts of the plant.

There is one place, however, where countless small leaks are apt to go on undisturbed by the average plant executive. Individually, they are small and may seem insignificant. Collectively, however, they may mount into almost unbelievable losses.

Scales and scalers, through the quality of their work, may easily turn a small margin of profit into a loss!

They weigh your product into the plant in the form of raw material. They weigh it through all the various processes. And finally they weigh it as it leaves the plant in finished form.

A little error in weighing, multiplied by the number of times scales are used in the plant in the course of a year, makes a staggering loss!

Scales Alone Won't Do It!

It is not enough to equip your plant with the best scales money can buy.

Special attention must be given to the scalers. **The value of what some of them weigh is many times the amount of their wages each year!**

Scalers are human. Some are earnest, conscientious and naturally accurate—if not bothered by outside influences.

Others are just as earnest and conscientious, but are naturally inaccurate.

Others are normally accurate, but are careless.

Scalers should be selected for employment by some one outside of the regular employment department. They should be selected and graded by eyesight, education, alertness, orderliness, etc.

Get and Train Good Scalers.

They should be carefully trained.

Teach them that they are really handling the equivalent of money, and that a careless error on their part is the same as "short-changing" their firm or its customers.

Give them a comfortable place in which to work. Build a weather-proof enclosure that can be heated in winter for the use of the scaler working out of doors. These enclosures should be for the use of the scalers assigned to them, **and for them alone.**

When scalers are located indoors, provide enclosures that will isolate them as much as possible from their surroundings.

No one whose work is purely mental—as is a scaler's—can do his work properly if he is interrupted or shouted at, or is forced to work in a noisy place.

He Works for the Boss!

Impress on the scaler that he is really

Do Your Scales Leak?

You watch for coal waste and water and air leaks. How about your scales?

You may be losing all these savings, and more, through inaccurate weighing.

"Oh, but I buy the best scales," you say. "They can't be wrong! They're always tested."

But how about the scalers?

Are they honest? Accurate? Good eyesight?

Goods are the same as money. Do you realize that? Do you make your scalers realize it?

One little "over-weight" is nothing. But how about a hundred or a thousand a day? Don't they run into money?

Read this article about scales and scalers.

a direct representative of the executive. For such he is, insofar as he has a large part in controlling profits or losses for his company.

Build Up Personnel.

Build up the personnel of your scale force. Be sure your scales are in perfect condition, and you will find that fewer hidden leaks are draining away your profits.

The following article, written for THE NATIONAL PROVISIONER by a well-known mechanical expert will give a lot of valuable pointers.

It is for you, the Executive!

Scales and Scalers Control the Profits

By F. S. Hebden.

It is difficult to exaggerate the importance of the weighing operations in industrial plants which handle high-priced conditions. The expenditure of money for raw materials and the collection of money for manufactured products are regulated by the records of the scalers in the plant. We thus have scales and scalers in control of both ends of the business.

All well-managed packing plants have competent engineers who watch the coal pile very carefully.

They check power generation, refrigeration and keep accurate, complete data on the performance of all machinery used on such work.

They have excellent mechanical departments which show the greatest vigilance in locating and correcting leaks of steam, air, etc.

Losses by radiation are detected and corrected.

Many plants have research departments that go to great expense to develop ways or processes to save even small percentages of coal or raw materials. All of this expense is thoroughly justified by the resulting conservation and economy, and the

subject must always occupy a front position in the executive's mind.

Poor Weighing May Lose All.

But while all of these departments are operating at the highest efficiency, scales and scalers, located in hundreds of obscure places, may be causing leaks which will easily offset the effect of any savings put into practice by the other departments.

It is the purpose of this article to help bring about a greater appreciation of the importance of the scaling activities in packing and allied industries—not only to foremen, superintendents, etc., but also to department heads, managers and chief executives.

There is no doubt that the attention of any manager or chief executive could be instantly arrested by the mention of a shortage or overage in the banking department, in a change in markets or rates of interest.

If, as stated, scales and scalers control both ends of these departments as well as others, then the weighing activities demand the same interest and attention as that given the banking department, sales department or fluctuations of the market.

What's the Use of Weighing?

It is essential that every article that is weighed be weighed correctly. Otherwise, why add the expense of weighing? An incorrect weight, or an incorrect record of a weight, is of no value.

It is possible to weigh correctly, however, only when all factors entering into this activity are correct and favorable. If receiving weights are correct and outbound weights are incorrect, or vice versa, the entire result is incorrect.

In packing houses, as a rule, received material is weighed in over a few scales, while manufactured products may be weighed out over many scales. Products going to branch houses are weighed out over a number of different scales at the plant. They are weighed in and out of the branch house over still other scales. If any of these weighings are incorrect the entire scheme is out of balance.

This balance in weighing factors is exactly the critical point when attempting to realize profits from sales.

For preserving this balance, the prevailing habit is to weigh rather perfunctorily on a "give and take" basis. This may or may not be profitable.

Possibilities of Error Are Great.

If scaling is done on a high-grade scale which is in first-class condition and of the correct capacity, by a thoroughly competent, absolutely impartial person, working under first-class conditions, it would, no doubt, be satisfactory. However, such a combination, while theoretically good, is in practice impossible to obtain. And if any of the factors are missing or distorted, it is more than likely to result in a loss of profit.

When such possibilities of error are multiplied by the number of scales in any large industrial plant, and by the number of weighings made by each one, it is impossible to estimate the net result.

Scales, which we will mention again later, are machines and may be kept in

condition as are all other machines. The most perfect scale can be only as correct as the scaler's record of its indications. Therefore, the human element must be first considered.

Human Element in Weighing.

Scalers, being human, are subject to all human variations in disposition and physical ability.

Some are earnest, conscientious and naturally accurate if left to do their work without unfavorable outside influence. Others are earnest and conscientious, but naturally inaccurate.

Some are normally accurate, but careless. Others are alert and quick, but have defective eyesight! Some are suitable in every way, but are unable to concentrate when subjected to the influence of surrounding noises, conversation, etc.

Any one of these "out of balance" factors, and many other possible ones, may throw a weighing operation out of balance which, in turn, will throw the entire scheme out of balance.

If, then, it is impossible to maintain our balanced condition without suitable human help, one of the most important things to look after is the selections and training of scalers.

Pick and Train Scalers.

It is recommended that scalers be selected by some competent person other than those in the regular employment department, so that they may be given closer and more detailed examination as to their fitness for the work.

They should be selected and graded by eyesight, education, alertness, orderliness, and all of the points which are necessary in an employee who is to hold a position of such responsibility.

Many scalers weigh goods, the value of which is over a thousand times their salary each year. And their responsibility is as great or greater than that of persons handling an equivalent amount of cash in the banking department.

They should be carefully trained by competent people and specialized in their line just as are bookkeepers, etc. They should be taught as thoroughly as pos-

sible to realize that they are handling the equivalent of money, and that a careless error on their part is equivalent to "short-changing" either the firm or the customer.

Why They Give Over-Weights.

In connection with the responsibility of scalers, it must always be kept in mind that the natural tendency is to give slightly overweights rather than exact or underweights, because an underweight is almost certain to result in a complaint, while an overweight never does.

Scalers know this, and also know that complaints for short weights are likely to be brought back to them for explanation. If short weight complaints are numerous enough the scaler knows that he may lose his job.

Therefore, it is only human for him to take the safe side (from his personal standpoint) and be sure to give enough to keep "everybody satisfied." This is not dishonesty from his point of view, in fact there is no dishonest intention whatever.

The Goods Mean Money.

Few if any scalers associate the goods they are weighing with the money the goods represent. They, of course, know the value in a general way, but most of them have never been taught to appreciate the enormous losses made possible by constantly giving very small overweights.

Here we have the "give and take" question again. If it were possible to give and take on a perfectly-balanced basis, it could be accepted as workable. But it is obviously impossible, so that it simmers down to a practice of giving and not taking.

Considering the small margin of profit upon which packing houses and most other large industries work, this habit of "giving" must be practiced with extreme good judgment by careful, responsible people.

Scaler Represents the Boss.

It would be much better if scalers were employed and sent into the plant as direct representatives of the chief executives (whom they should, actually represent, as they control the profits). They should know and feel that they are backed by the highest authority. They should also be made to understand that the highest authority is keeping them and their work under interested observation at all times.

While they must, of course, work in cooperation with the local gangs, they should never lose sight of the fact that they are directly responsible to the head of things, and should never allow local people or conditions to affect their accuracy in any way.

The employment of check scalers on any particular activity, while desirable in many cases, will not insure accuracy. If the check scalers are not as carefully selected and trained as they should be, the final result will not be changed to any great extent.

It is only reasonable to expect an average check scaler to pass overweights or

(Continued on page 46.)

Your Labor Costs!

Have you ever figured them down to a point where you know "where you are at?"

Have you ever attempted to study them with a view to saving money—not by "cheese-paring," or "cutting wages" (and causing labor trouble)—but by an intelligent study of the way in which the wages you pay may be made to get the most both for you and your employee?

Further discussion of this subject of Time Study of Labor Costs will appear in the pages of THE NATIONAL PROVISIONER. It will be worth your while to watch for it.

American Packers and Packing Plants

"Sell Right" Principles and "Make Right" Fundamentals Build a Big Success for This Eastern Plant

VI.—The Rochester Packing Company, Inc., Rochester, N. Y.

[EDITOR'S NOTE.—This is the sixth of a series of articles which will appear from time to time in THE NATIONAL PROVISIONER describing American packing-houses and their founders and operators.]

Here is the story of a packer who faced the right way in his business methods. Too many turn their faces toward the live market and their backs to the sales end—and then wonder why they show a loss!

Fred Tobin had his early packinghouse experience in the selling end, and when he took over the old Rochester Packing Company he did not forget what he had learned about distribution.

He built one of the most up-to-date plants in the country, but in his enthusiasm over plant and operating methods, he did not forget sales principles. He made quality products—but he stuck to quality price!

Make the Goods and Get the Price.

The seductive plea of the price-cutter had no effect on him. "Let 'em cut!" said he to his sales force. "We give quality and service, and we'll get our price." And they did, as is shown by the growth of the company.

The Rochester Packing Company did not try to spread out too far. It stuck to its own territory in New York state, and specialized on service within that territory. Its fleet of motor trucks covers its sales field strictly on schedule, and it is seldom that a railroad shipment has to be made.

A "Blue Ribbon" truck backs up to the customer's door at the time promised—not an hour or a day later! Such support encourages salesmen, and the company's volume has grown enormously.

A Plant That Always Paid.

The Rochester Packing Co., Inc., was incorporated in May, 1900, with a paid-in capital of \$30,000. A year or two later there were a few more thousands put into the business, and the business and profits had grown so that up to October 1, 1921,



FRED M. TOBIN.
President Rochester Packing Company.

the company paid during that 21 years of business 450% in stock dividends on the original investment, and 10% a year for

18 years, besides extra cash dividends amounting to 35% in a year.

The managing heads wanted to retire, and F. M. Tobin, formerly treasurer and general manager of the C. A. Durr Packing Company, Utica, New York, purchased controlling interest of the Rochester Packing Co., taking control on October 1, 1921.

A Remarkable Growth.

At that time they had 63 men on the payroll. They had four 2-ton trucks and three 1-horse rigs to do their delivering, and 3 salesmen.

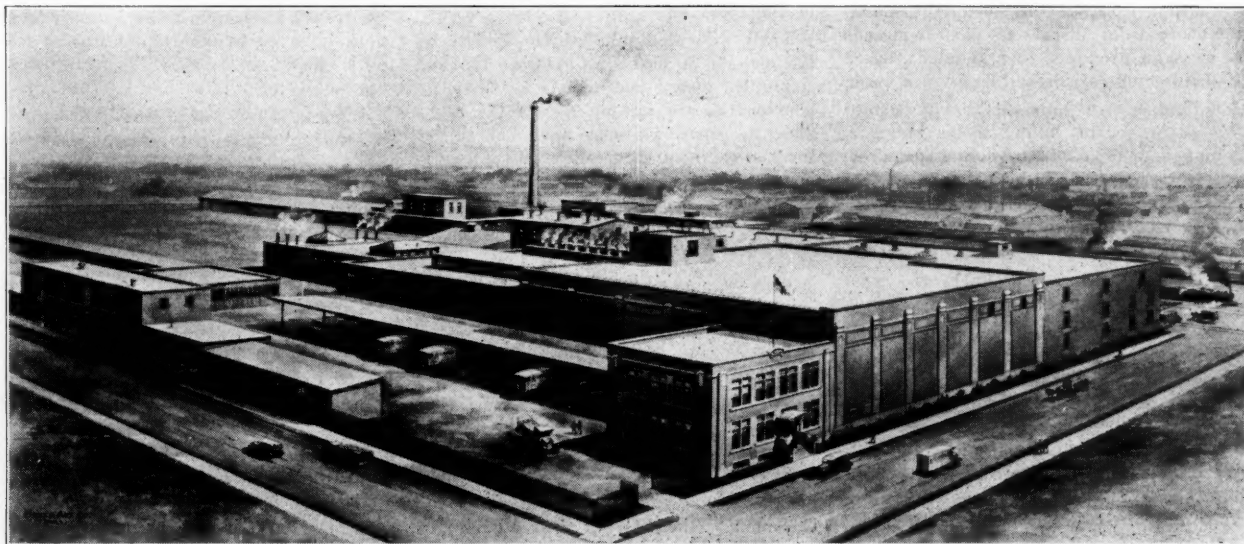
Today they have 31 salesmen, besides the sales manager and his assistant. They employ 312 men in their plant, and have 18 motor trucks delivering their products as far east as Canajoharie; as far south as Corning and Elmira; as far west as Buffalo and Niagara Falls, and north to Massena—all in New York state.

When Mr. Tobin became president and general manager of the Rochester Packing Co. he brought with him into the organization men of long experience, and built an organization that is functioning one hundred per cent.

They immediately started to expand, and the business grew so that they had to figure on building an addition for their plant before their first year was up. So on October 7, 1922, they broke ground for a large addition, comprised of a three-story refrigerated building, a two-story manufacturing building and a two-story office building.

Financing That Was Sound.

These additions, fully-equipped, cost



BIRDSEYE VIEW OF THE PLANT OF THE ROCHESTER PACKING CO.

them over \$500,000. They increased their capitalization to \$1,000,000, composed of \$500,000 common and \$500,000 preferred stock, and sold \$350,000 of 7% preferred stock to partly finance this new addition, taking the balance of the money from their surplus.

They had a grand opening of the new plant on November 17 and 18, 1923, and 18,000 people attended this opening in the two days. Saturday was open to the general public, but Sunday was exclusively for customers and their families.

With their new addition the Rochester

for you get some of the profit that he is helping to make.

Two other important factors in the success of their business are: first, that they have always made high quality products, and are striving at all times to further improve the quality; and second, their service to their customers.

How Deliveries Are Handled.

They maintain a night shipping force who work from six at night until six in the morning putting up orders taken during the day by their salesmen. These orders are either shipped by express dur-

To enable these salesmen to make the required number of calls per day and to keep them as comfortable as possible, the Rochester Packing Co. furnishes them with six-cylinder coupes.

How Truck Service Operates.

Their five-ton trucks delivering to cities 150 to 200 miles away are equipped with the best known conveniences for safety and comfort. There are two chauffeurs on each truck. There is a luxurious berth for one man to rest in while the other is driving, and these trucks are equipped throughout with electric lights, heaters, automatic windshield cleaners, etc.

There is an enclosed cab on each truck, and each truck carries a hydraulic 15-ton jack, tackle blocks and pulleys with cables and planking, so that if they should slip off the road at any time, they have equipment with them to get themselves back on the road. They are also equipped with snow plows during the winter months, enabling them to make quick deliveries in spite of the weather.

This motor truck equipment is expensive and it costs to keep it up, but as Mr. Tobin says, it pays well, because by giving the service it increases the business.

Trucks Are Traveling Bill Boards.

The out-of-town trucks with the van bodies have two traveling bill-boards on them. On one side is a duplicate of the bill-board advertisement of Blue Ribbon Ham, and on the other side a bill-board advertisement of Blue Ribbon Bacon.

They consider these bill-boards have been one of the best means of advertisement that they have.

The company now has one of the best-equipped and finest small packing plants in the country. In the new refrigerated building, which is 100 ft. wide, 108 ft. long and three stories high, they have on the third floor a refrigerated pork cutting room, equipped with movable table, band saw, circle saw and belly roller.

Equipment of the Plant.

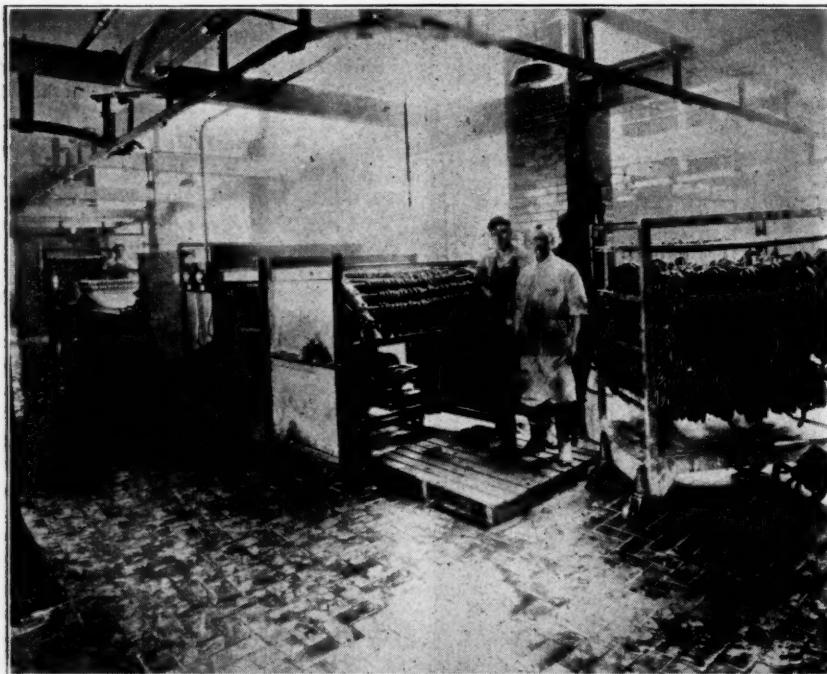
As fast as the hams, bellies and shoulders are trimmed, they leave the cutting room in chutes. The hams and bellies go to the cellar and the shoulders and pork loins go to the shipping room fresh pork cooler, where they are wrapped and placed on trucks.

The pork trimmings and fat backs go in chutes to the refrigerated trimming room on the second floor, where pork trimmings are cut up for the sausage room, and the fat back is put through a fat-back skinning machine on this floor and trucked to the lard tanks in tank charging trucks.

The pigs' feet also drop from the cutting floor to the trimming room on the floor below. The belly ribs and neck bones drop in chutes to the shipping room cooler, where they are sold out fresh every day.

There is also a large holding freezer, with capacity of 25 carloads of meat, and a sharp freezer on the third floor.

A new 100-ton compression ice machine has been installed. It is electrically driven by a synchronous motor, and will take care of the additional refrigeration need-



SAUSAGE KITCHEN OF THE ROCHESTER PACKING CO.

This shows the Hetzel continuous sausage cooker in operation. The sausage is not touched by human hands from the time it leaves the stuffing table until it reaches the packing and shipping room.

Packing Company now has a killing capacity of 6,000 hogs, 250,000 pounds of sausage products and 150,000 pounds of smoked meat per week. At present they are killing from 4,000 to 5,000 hogs, manufacturing from 125,000 to 175,000 pounds of sausage products, and about 75,000 to 100,000 pounds of smoked meats per week.

Killing is still done in the old part of the plant. The killing department is equipped with a Kramer hog dehairer, with a capacity of 250 hogs per hour. At present the company is killing about 225 hogs per hour. Plans are now being made to double the space of the killing floor.

One Reason for Success.

Mr. Tobin claims one of the main reasons for their rapid growth has been because of the fact that his department heads are all stockholders, and vitally interested in the success of the business. When he purchased control of the Rochester Packing Company he sold stock to all of these men, so that they would have an interest in the business that they were helping to build.

He believes that if you are going to succeed and make money, you have got to let the other fellow that is producing

ing the night, or loaded in their five-ton trucks, with van bodies, that travel during the night and deliver the products to the customers as early as five to six o'clock in the morning.

Their salesmen take orders as late as six o'clock at night from cities 150 and 200 miles away, and telephone them in. The orders are put up during the night and the customer who gave this order the last thing at night opens in the morning with the product at his door.

Retailer Appreciates Service.

The average retailer appreciates this service. He not only appreciates the speed in handling his shipment, but these meat products have been traveling in the cool of the night, which brings them to him in a much fresher condition than otherwise, especially during the summer weather.

All of the salesmen calling on the trade make their trips in coupes. Mr. Tobin, who at one time was a salesman calling on the trade, realizes that in order for salesmen to be 100 per cent efficient in getting business, they must each call on 45 or 50 customers a day, which naturally brings them out in all kinds of weather.

ed now, with sufficient capacity to provide for future requirements.

The new system is brine spray throughout, with the exception of the cellar, where salt brine is circulated through pipes, and in the freezers, where direct expansion is used. Two York compressors are also installed.

Hog and Sausage Coolers.

On the second floor of this building there are three hog coolers with a capacity of 450 hogs each, a refrigerated trimming room and two sausage meat stock coolers. The hogs travel on a conveyor from the second floor to the moving table in the cutting room on the third floor.

The first floor of this building has a refrigerated shipping room 60 ft. wide by 108 ft. long, and two fresh pork supply coolers and two sausage supply coolers for the shipping room.

Under this arrangement, from the time the hogs are chilled the product is constantly in refrigeration until it is put up in orders and put on motor trucks ready for shipment.

Well Arranged Shipping Room.

The shipping room is so arranged that all fresh pork products and sausage products are taken from the coolers to fourteen heavy duty scales. The smoked meats hang so that the shippers can take them off the trees onto the scales without any unnecessary handling.

There are benches beside each scale. The products are taken from the scales and placed in boxes on the benches. From the benches the boxes are slipped off on to a conveyor, which conveys all shipments, city and out-of-town, to a check weighing scale, from where they are taken to the motor trucks or piled in the shipping room awaiting motor trucks.

All product is on a continuous move in one direction.

The cellars of this building and the 2-story manufacturing building are all one, being 100 ft. wide by 208 ft. long, with a corner cut out for a sweet pickle soak and wash room. This large cellar is refrigerated and used entirely for curing,

with a capacity of 1,500,000 pounds of meat.

The Sausage Kitchen.

The manufacturing building has on the second floor one of the finest sausage kitchens in the country. It is also arranged so that all product is on a continuous forward movement.

The 12 sausage smoke houses are between the sausage kitchen and the cooking kitchen. The sausage meat is taken from the stock coolers, goes through batteries of grinders, silent cutters and mixers, and from there taken in trucks to the stuffers. The two stuffing tables are 30 ft. long by 5 ft. wide and are covered with $1\frac{1}{4}$ in. hexagon white tile, set in concrete.

These tables are 17 feet, 6 inches apart, with a 400-pound stuffer and 200-pound stuffer at each table. They are so arranged that when trucks of meat are brought to the stuffers any of the four stuffers can be loaded from the aisle between the two tables.

There are tracks on the outside of each stuffing table, and as fast as the product is linked or tied up on the stuffing table, it is placed on trees and pushed into the battery of sausage smoke houses.

Modern Sausage Equipment.

When the sausage is properly smoked it is taken out from the opposite side of the smoke houses into the cooking kitchen. The frankforts are left on the smoke sticks just as they came from the smoke house, and are placed on one end of a Hetzel continuous cooking machine.

They travel on an endless chain on this machine and are cooked a certain number of minutes. Then they pass through a continuous spray bath for a certain number of minutes, where they are thoroughly chilled and washed, and then dried for a certain number of minutes. They are then taken off the other end of the machine and placed in the shipping room coolers ready for shipment.

The other products are cooked in regular cooking vats and brought to the shipping coolers when finished.

Part of the first floor of the manufac-

turing building is used for a smoked meat hanging room; part of it for the firing pits for the sausage smoke houses, and a space 60 by 100 ft. is left open for future expansion in the shipping department. At present it is being used for dry storage, manufacturing of boxes, etc. These two buildings are tied together, and are also tied on to the west side of the old plant, so that with the old plant they have a very compact arrangement.

Office and Sales Layout.

The two story office building is 40 by 50 ft. The entrance is in the center. Entering the office, on the left is the telephone switchboard with an operator, who acts as information girl. To the right is the sales room with the sales manager, his assistant and two telephone salesmen.

Next to that office is the billing office, with an entrance into the shipping room. On the left side of the building is a stenographer's office, an office for the advertising manager, an office for the purchasing agent and a large private office 16-foot square for the president, which is also used for a directors' room.

Model Office Facilities.

On the second floor is a private office for the treasurer and office manager; and one large room where the secretary and the assistant secretary and treasurer are located, with plenty of room for more help in the future.

On the east side of the second floor there is a partition with two thicknesses of glass set in felt, enclosing the bookkeeping department. In this department they have all of their machines, such as the bookkeeping machines, adding machines, computing machines, tabulating machines, etc., so that all of the noise is in one part of the office. There is also a vault off this office, and a ladies' dressing room.

In the basement of the office is an office men's dressing room, a large vault for filing records and a stationery supply room.

The company has its own advertising manager, and advertises weekly in 18 cities in its territory within a 200 mile radius. The company feels that much of its success can be traced to this continuous advertising.

At present the business is running at the rate of between \$4,000,000 and \$5,000,000 per year. Last year's business amounted to over \$4,000,000. It is steadily increasing, and they claim that it is because they are giving quality products at right prices, with the best of service.



ONE OF THE REASONS WHY ROCHESTER PACKING CO. GETS THE BUSINESS.

Fleet of the company's motor trucks which back up to the customer's door right on the promised minute with the "Blue Ribbon" products which have been ordered. This fleet has covered territory all the way from Albany to Buffalo, N. Y., every business day in the year.

New Dold Head Reports Year's Gains

At the annual meeting of the stockholders of the Jacob Dold Packing Company, held this week at Buffalo, N. Y., J. Paul Dold was elected president of the company in succession to his father, the late J. C. Dold.

Fred W. Dold, brother of J. C. Dold, was chosen chairman of the board of directors. Ralph S. Dold was elected vice-president. John L. Carson was re-elected treasurer, Donald T. Dold was chosen secretary and Grant L. Talley assistant secretary. Directors elected included the officers and H. T. Titsworth, L. L. Babcock and O. F. Georgi.

In his annual report to the meeting



J. PAUL DOLD.
President, Jacob Dold Packing Company.

president J. Paul Dold showed that the company had a most successful year in 1924. Their sales for 1924 were 386,000,000 pounds or \$50,000,000, as against 372,000,000 pounds or \$48,000,000 last year. After

providing for depreciation, bond interest and the payment of the sixty-second consecutive dividend on the preferred stock, a substantial amount was added to surplus.

The formal selection of J. Paul Dold as president puts the third generation of the Dold family at the head of this big packing enterprise. Paul Dold, eldest son of the late head of the company, was brought up in the business from the bottom, as were his father and brothers, as well as his uncle, Fred Dold, now chairman of the board.

Paul Dold has been general manager of the company for some years, and has shown marked ability. He is a director of the Institute of American Meat Packers, and has been chairman of important standing committees.

Ralph S. Dold, vice-president, has been at the head of the company's Omaha enterprise for some time and is an active and popular executive. Donald Dold, youngest brother, has finished his initiation with the famous Dold kit of butcher tools, and is now ready to assume greater responsibilities.

CORKRAN AND HILL RETIRE.

T. Davis Hill, president of Corkran, Hill & Co., Baltimore Md., packers, and B. W. Corkran, Jr., chairman of the board of that company, retired from active connection with the industry at the beginning of the year and disposed of their interests in the company to a new organization to be known as Corkran, Hill & Co., Inc.

The new officers are Lloyd G. Corkran, president; Herbert J. Nelson, vice-president; J. Denny Armstrong, secretary, and J. J. McGuire, treasurer. The new directors, besides Mr. Corkran, Mr. Nelson and Mr. McGuire, include J. Burns and F. L. Brown, who are non-residents.

Mr. Corkran is a son of B. W. Corkran and has been active in the management in recent years. Mr. Armstrong was

credit manager for the old company. Both have the company's affairs well in hand.

B. W. Corkran, Jr., was a president of the American Meat Packers' Association,



T. DAVIS HILL.
Who retires as head of Corkran, Hill & Co., Baltimore, Md.

and for many years active in industry leadership. Mr. Hill was and is now a director of the Institute of American Meat Packers, and has been one of its most valued advisers.

Mr. Hill has gone to Florida for the winter and is now enjoying the delights of Miami.

PACKER COMMITTEES TO MEET.

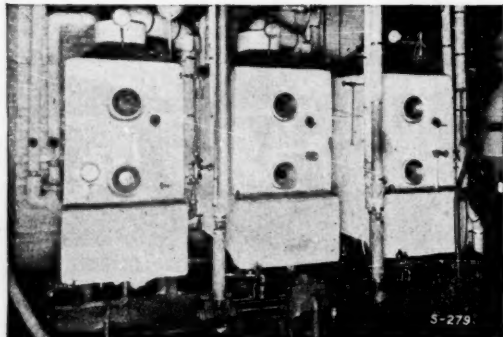
President Oscar G. Mayer of the Institute of American Meat Packers has called a meeting of the Executive Committee of the Institute, to be held at headquarters in Chicago on Monday, January 26, at 10 a. m.

A meeting of the important Committee on Trade Extension has been called by Chairman John A. Hawkinson for 2 p. m. of the same day.

These two committee meetings will bring together a number of the leading packers from all sections of the country, and make the gathering take on the aspect of a midseason convention.

SWENSON EVAPORATORS-

The Recognized Standard for Animal By-Product Liquors



Swenson Evaporator in use by the Baker Packing Co., Chicago

SWENSON evaporators are well known in packing houses, glue works, rendering plants and soap factories. Frequent repeat orders are the best evidence of the results obtained with this equipment. Our more than 30 years experience enables us to help you solve special problems. Submit your evaporator problem to Swenson.

Bulletin E-122 on request.

Swenson Evaporator Company

(Subsidiary of Whiting Corporation)

HARVEY, ILL.

(Chicago Suburb)

Our Experiment Station at Ann Arbor is equipped to make tests, on a commercial scale (under the direction of Prof. W. L. Badger) on problems involving evaporation, crystallization, heat transfer, etc., at a moderate charge.

THE NATIONAL PROVISIONER

Chicago and New York

Official Organ Institute of American
Meat Packers

Published Weekly by
The National Provisioner, Inc.
(Incorporated Under the Laws of the State of
New York)
at the Old Colony Building, 407 So. Dearborn
St., Chicago
Eastern Office, 15 Park Row, New York.
OTTO V. SCHRECK, President.
PAUL I. ALDRICH, Vice-President.
HUBERT CILLIS, Secretary and Treasurer.

PAUL I. ALDRICH, Editor and Manager.

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Telephones Wabash 0742, 0743, 3751.
Cable Address "Sampan," Chicago.

EASTERN OFFICES.

15 Park Row, New York.
Telephone Barclay 6770.

Money due THE NATIONAL PROVISIONER should
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TERMS OF SUBSCRIPTION INVARIABLY IN ADVANCE, POSTAGE PREPAID.

United States	\$3.00
Canada	4.00
All Foreign Countries in the Postal Union, per year	5.00
Single or Extra Copies, each	1.00
Back Numbers, each .....	.25

Do We Want a Car Shortage?

Every livestock producer and every Eastern packer is vitally interested in the rumored withdrawal of the Pennsylvania Railroad from the equipment pooling arrangement which has been so happily preventing the old-time car shortages. The Chicago Live Stock Exchange is to be commended for leading the movement to prevent the threatened withdrawal. In their appeal for a continuation of the pooling arrangement they stress the value of the pool from the viewpoint of the producer.

With a preponderance of livestock equipment owned by Western railroads, and not available for pooling, it would be only natural for them to retain cars on their own lines to protect inbound movements of livestock, for the railroad gets its charges regardless of livestock prices.

Under the pooling plan, and with the capable supervision of the Interstate Commerce Commission, market gluts and ruinous breaks are avoided by ordering sufficient equipment to Eastern lines to keep the markets clear.

Traffic authorities in the industry believe that shippers may lose \$100,000 in one day's sales if market congestion re-

sults from the disintegration of the pool. This does not include the losses to Eastern killers whose business would be utterly demoralized.

The request to continue the arrangement is a reasonable one, and the Pennsylvania Railroad will show good judgment in granting it. It might be the means of avoiding a popular movement among the radicals in Congress to create and operate the pool by statutory enactment.

Which Way Do You Face?

The live hog and product markets present some of the most contradictory situations evident in these markets in a long time.

So sensitive is the live market that receipts of a few thousand hogs less than expected furnish the signal for an immediate scramble, and prices are increased from 10 to 25 cents, and even more, by buying competition. The only governing influence back of the buying in the hog alleys appears to be the purchase of a given number of hogs.

A look at the product market immediately raises the question, Why?

Cured products are being sold every day below replacement costs. Green product is being turned over on a narrow margin or at a loss, and large quantities are accumulating.

Stocks of frozen pork increased 80,000,000 pounds during December, and S. P. stocks increased 65,000,000 pounds. Lard stocks showed an increase of 25,000,000 pounds during the month, in spite of the heavy consignment stocks sent abroad, where the market is considerably under the American basis.

This situation is gratifying—provided hog runs decline sharply and packers can afford to hold their product until that time. Also provided the export demand revives and the prices of pork products do not go so high that the domestic consumer switches to something else to replace his daily ration of pork!

Product prices have risen to a point where European buying has slackened considerably. In fact, exports have been declining since July. The situation is further influenced by the increase in meat supplies in importing countries.

While Germany's hog slaughter in the first nine months of 1924 was something less than 60 per cent of the same period in 1913, it represented an increase of more than 72 per cent over the first nine months of 1923. Canada's hog crop increased 15 per cent in the past year, and the hog crop of all surplus producing European countries showed an increase.

Therefore, unless American products

are of the quality desired, or are offered at a price within the purchasing power of Europe, there is little reason to expect increased outlet in that quarter.

Another angle to be considered is that there is plenty of cheap beef in the country, even though beef cattle men have liquidated heavily.

The dairy industry was somewhat overdone in its highly prosperous era, and is now entering a period of retrenchment. The first step in this direction is the contribution of a great number of poor-paying cows to the beef market. This will make a lot of low-priced beef to enter into competition with higher-priced pork products.

The pork packer seems to have forgotten his good resolution to operate on a cost plus basis. Perhaps packers would find themselves in a better situation six months from now if this principle were put into active use again.

The custom of packers turning their faces to the hog market and their backs to the selling of product cannot continue indefinitely.

Foot and Mouth Menace

The plan of the U. S. Department of Agriculture to study foot-and-mouth disease abroad, is a commendable one. According to the department there have been only five outbreaks of this disease in the United States in the past forty years, but each has been a very expensive one to the livestock industry.

The slaughter of infected and exposed animals and the burying of the carcasses has been found to be the only sure method of stamping out the disease. Each new outbreak has been traced to infection brought in from foreign countries. The most recent one, on the Pacific Coast, was thought to have been introduced from the Orient. In the Western coast states alone more than 600,000 head of livestock were sacrificed as a result.

The plan to study the plague abroad rather than in this country was decided upon because of the difficulty of preventing the escape of the virus of the disease. Officials of the Department were not willing to take any risk in this direction.

The disease has never been completely wiped out in certain foreign countries, and it is in one of these that the studies will be made. It is likely that they will extend over a period of years.

The hope is that these studies will furnish a more scientific method of combating the disease than any now known, and one that will be less expensive to the livestock producer and the country at large.

PRACTICAL POINTS FOR THE TRADE

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Curing Skinned Hams

A wholesale and retail meat dealer in the Middle West wants advice in the curing of hams. He says:

Editor The National Provisioner:

We are planning to cure some skinned hams for our use. These hams will average 10 to 14 pounds.

Would you give us a formula for curing these in pickle?

Would this size ham have to be pumped? If so, please give us a formula for this brine.

Up to this time we have been able to dispose of all of our hams fresh, but now they are rather hard to sell, so we want to know just how to cure them.

It is noted that the inquirer is planning to cure skinned hams averaging 10 to 14 pounds, and requests a formula for curing.

Following is a curing formula, also a formula for making pumping pickle:

Regular ham curing pickle:

Sugar, per 250 gals., finished pickle
..... 37½ lbs.

Refined nitrate of soda.....13 lbs.

Salt, as required to make strength
on standard salometer at 35 to
38 deg. F.....78 degrees

(If saltpetre is used instead of nitrate of soda, the amount should be increased to 16 lbs.)

Pumping pickle:

Refined nitrate of soda, per gal.
finished pickle10 oz.

Sugar, per gal. finished pickle.. 4 oz.
Strength of Beaume hydrometer at
35 to 38 deg. F. should be 28 deg.

Pumping regular and skinned hams:

First, 1 stitch, 2 strokes in the shank, depositing the pickle between the shank bones. If the needle is inserted too far, the pickle will be deposited between the skin and tissue of the shank, and a white salty spot will show when the ham is smoked.

Second, 1 stitch straight down into the ham at the stifle joint.

Third, 1 stitch in the blood vein in the flank, and parallel to the body bone.

Fourth, 1 stitch under the aitch bone, at right angles to the body bone, keeping the needle close to the aitch bone.

The entire number of strokes is to be regulated so that 5¼ to 5½ per cent of pickle remains in the hams after draining one hour.

It would be interesting to learn from the inquirer if the trade in his section demands skinned hams, as converting from regular hams to skinned hams is contrary to packinghouse principles at the present time, as it represents a loss on present relative values. The demand is running largely to regular hams, both green and cured stocks, for domestic and foreign consumption.

Curing Regular or Skinned Hams.—In curing either green regular or green skinned hams, be very cautious and certain that the hams are properly chilled before putting into cure.

The green hams should have an inside temperature of 35 degrees when going into cure, and the hogs from which these

hams are cut should be chilled as rapidly as possible without freezing any portion of the meat.

Pumping.—Answer to the question as to whether it is necessary to pump 10 to 14 avg. hams will depend in a large measure on the facilities for handling, such as chilling the hams as mentioned, also curing temperatures and the prompt attention to be given the overhauling of hams at the specified time.

There is considerable risk in curing without pumping pickle in the shank, especially if hams are not in proper condition going into cure, and if there is a wide fluctuation in curing temperatures.

The inquirer is in a position to decide, therefore, whether or not it is advisable to pump his hams.

In placing hams in the vats or tierces, be sure that it is done so that 5¼ gallons of curing pickle can be used for each 100 lbs. of meat.

Overhaul at 5, 15 and 30 days in cure. Test pickle for strength and sweetness occasionally during curing process. Also hang thermometers in different locations in the curing cellars, and keep a close check and record of temperatures.

Do you use this page to get your questions answered?

Curing S. P. Meats

More money is lost in poor curing than in almost any other line of meat manufacturing.

Too many curers operate on the "by guess and by gosh" plan—and then wonder what's the matter with their meats!

In the old days the best curing formulas were kept under lock and key, and there was supposed to be some mysterious power in them.

Today the best curers all know the best methods, and there are no secret formulas. The secret is in the intelligent use of the standard formulas.

Standard formulas and full directions for curing sweet pickle meats have been published by THE NATIONAL PROVISIONER. Subscribers can obtain copies by sending in the following coupon, accompanied by 2-cent stamp:

The National Provisioner:

Old Colony Bldg., Chicago, Ill.

Please send me copy of formula and directions for "Curing S. P. Meats."

Name

Street

City

Curing and Holding Beef

A packer in the South wants information on the curing of boneless beef, to be held for use in sausage-making in the early spring. He says:

Editor The National Provisioner:

We want to start the curing of beef, to be used in early spring for the manufacture of various kinds of sausage.

We have very satisfactorily used your curing formula which calls for 10 lbs. salt, 2 lbs. sugar and 12 oz. saltpetre to 300 lbs. of fresh beef in curing meats for a short period of time. But inasmuch as our motto is to turn out high-grade products, we would greatly appreciate your advising if meats cured for such a duration of time would produce a high-grade quality of sausage.

Also, please state whether or not the barrels be left open for some few days, or should the heads be put in the same day curing is done?

We would also appreciate a good formula for ham pickle.

We are pleased to know that the curing formula we furnished the inquirer some time ago worked out advantageously.

Freeze Boneless Beef.—It is noted that he is planning to cure boneless beef at the present time, to be used in the early spring for manufacturing quality sausage. Our advice would be to freeze the fresh boneless beef, and then thaw out and cure as wanted, as the sausage season advances.

Thawing.—In thawing, do not give the frozen beef too much heat, as this will increase shrinkage and injure the color of the product. Try thawing out in a truck of water, keeping the beef submerged in the water to exclude air. As soon as the frost is almost out of the product, allow the water to drain off a little, and immediately grind, using the same curing formula and handling in identically the same manner as beef given a short cure in open tierces.

It will be found that the product will have a better yield and color if frozen fresh, rather than curing and freezing later. And the practice is a more economical one.

Even though you did not plan to freeze your beef, it would be necessary to do so. The meats ground through 1-inch plate and cured in open tierces are fully cured in five days, and the product must then be used, or the tierces headed up and delivered to cold storage, if not used within 8 or 10 days at the outside.

All things considered, it is believed more satisfactory results would be attained by freezing the beef and thawing out and curing as needed.

Ham Pickle.—A good formula for curing pickle for regular hams is as follows:

Sugar, per 250 gals. finished pickle,
37½ lbs.

Saltpetre, 16 lbs; or double-refined nitrate of soda, 13 lbs.

Salt, as required to make strength of 78 degrees standard salometer at 35 to 38 deg. temperature.

Watch the "wanted" page every week.

Ring Liver Pudding

A packer in the Middle West makes the following inquiry:

Editor The National Provisioner:

Kindly advise a good formula for ring liver pudding, and how to prevent it from becoming dark quickly.

A good recipe for ring liver pudding is as follows:

Meats:

- 15 lbs. fresh pork cheek meat
- 35 lbs. hog livers
- 15 lbs. S. P. hog skins
- 15 lbs. S. P. ham fat
- 20 lbs. pickled pork underlips or snouts

100 lbs.

Seasoning:

- 6 oz. white pepper
- 2 oz. ground mace
- 1 oz. ground marjoram
- ½ oz. ground cloves
- 4 lbs. onions, peeled
- 3 lbs. salt, if all meats are fresh
- Cereal optional

Handling.—Cook meats in nets separately at 212 degrees for the following time:

- Livers, 45 minutes
- Beef cheeks, 1¼ hours (if substituted for pork cheeks)
- Pork cheeks, 1 hour
- Underlips or snouts, 1½ hours
- Ham fat, 20 minutes
- Hog skins, 1½ hours

Cooking of meats should be left largely to judgment of the cook; however, they should be thoroughly cooked.

Grind all cooked meats and the onions through ½ in. plate of hasher. Put in mixer, adding spice, flour, salt and jelly water (water in which meats are cooked should be used). Mix about six minutes, put in box truck and chill in cooler about 1 hour at 36 degrees. Stuff tight in beef rounds, which have been cut about 17 in. in length.

Tie with 3-ply silver sail twine, knotting string to hang on sticks. Rinse in hot water, cook 25 minutes at 170 degrees, then rinse in hot water. Chill in ice water.

Then hang on truck and put in the cooler to chill before packing at about 36 degrees.

Liver Sausage Turning Dark.

In regard to liver sausage turning dark, the class of meats used has a good deal to do with this. If too large a percentage of liver is used, the product will have a tendency to darken.

Another thing, before using the cooked hog skins, instead of grinding them through the fine plate of a hashing machine, as most sausage makers do, put them in the silent cutter and chop them to a very fine consistency. The skins will show a white color when handled in this manner.

It may be necessary—in order to secure a light-colored liver sausage—to regulate your formula as low as 20 to 25 per cent of hog livers, and increase the other pork products, such as jowls or snouts.

Mould in Sausage

Do you have trouble with the color of your sausage?

Does it show green rings or gray spots?

Mould IN sausage is caused by poor materials or careless handling. Mould ON sausage is a surface condition and can be prevented by proper handling.

Write to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, for directions for preventing mould in sausage. Send a 2-cent stamp for the reprint on "Discoloration in Sausage."

THE NATIONAL PROVISIONER some time ago gave an analysis of the cause of liver sausage turning dark. This was made up from the opinion of a large number of packers and sausage makers, and their conclusions then were as follows:

1. Nothing but the very best material should be put into liver sausage.
2. It is advisable to chill liver sausage thoroughly.

3. Many packers cut up the liver in strips for bleaching.

4. Proper casings should be used.

The combination of a good formula and these precautions should prevent liver sausage turning dark.

Processing Canned Sausage

The following inquiry comes from a subscriber in the East:

Editor The National Provisioner:

Will you please inform us whether or not frankfurts and other types of sausage packed in tin, with oil or lard, need to be processed, and how long they will keep in a tropical country?

The inquirer would like to know whether or not frankfurts and other types of sausage packed in tin with oil or lard need to be processed, and how long they will keep in a tropical country.

All manufacturers of this product working under federal inspection are compelled to process sausage in oil or lard. It would be very unwise for any concern to attempt to manufacture this product without processing.

There was a very good reason for the Bureau of Animal Industry formulating this regulation, and that was that previous to this ruling there were tremendous quantities of this product shipped to the Southern territory, and the results were disastrous.

The product would either spoil in transit or at destination in a very short time, depending largely upon weather conditions. Consequently the producers have profited greatly by processing all their

Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Mark Granted" have been registered, and are now the property of the applicants.

TRADE MARK APPLICATIONS.

De Nordiske Fabriker De-No-Fa Artieselskab, Christiana, Norway. For edible fats and oils. Trade Mark: **MARGARIT**. Class 46, Food and Ingredients of Foods. Application serial No. 157,307. Claims use since Sept., 1912.

Famous Sausage Co., Chicago. For sausage, lard, hams, bacon, ribs, butts, smoked beef and pork. Trade Mark: the words **Famous Brand** arranged on a shield. Application serial No. 167,239. Class 46, Foods and Ingredients of Foods. Claims use since Jan. 2, 1922.

Arnold Busch & Sons, Chicago. For Salami sausage and summer sausage. Trade Mark as shown. Application serial



No. 203,669. Class 46, Foods and Ingredients of Foods. Claims use since Feb. 28, 1924.

The G. H. Hammond Company, Chicago. For Cervelat sausage. Trade Mark: **REGENT**. Application serial No. 203,122. Class 46, Foods and Ingredients of Foods. Claims use since March, 1913.

products, as it insures good results to their customers.

In regard to length of time the product will keep, it should keep indefinitely, although a limit of one year might be suggested.

Production and Sale of Casings

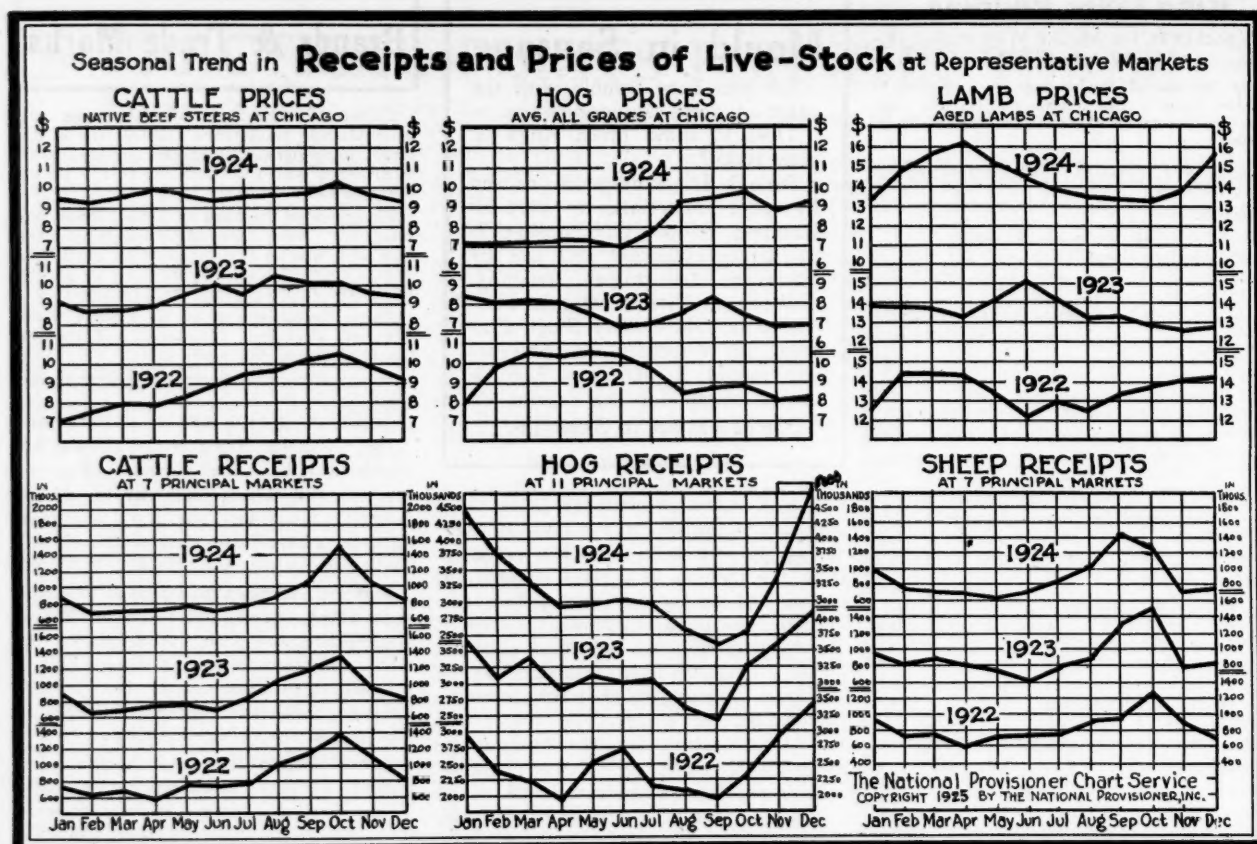
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with my Sales and Service
combination

It will pay you to investigate. Address
ROY L. NEELY

Broker of Casings Exclusively
602 Webster Bldg. Chicago, Ill.
Cable Address "ROLESNELY"

Packing House Chemists

CHEMICAL & ENGINEERING CO - Manhattan Building - CHICAGO, ILL.



This chart in THE NATIONAL PROVISIONER MARKET SERVICE Series shows the seasonal trends of receipts and prices of live-stock at representative markets for the year to January 1, with comparisons for the two years previous.

Cattle receipts and prices showed a seasonal decline to the end of the year, parallel to those of the two years previous. Throughout the year cattle runs have kept up well, but the demand for beef has been affected by the heavy supplies of cheap pork products. If the expected decline in hogs is realized, accompanied by higher prices for pork products, some consumers will naturally turn to beef, provided the price is not too high.

Sheep and lamb receipts were somewhat lower than those of a year ago, but prices in the last month of the year showed a sharp upward turn, closely approaching the high point in the spring of the year when the early milk lambs are marketed.

While December is normally a month of heavy hog receipts, those for the month just ended were the heaviest in history. The general idea has been that many hogs—that would normally come to market later with more finish—were now being marketed because of the light corn crop. In spite of the heavy receipts the price has held to a high level. Packers have bought hogs heavily, partly in anticipation of a future shortage and partly to supply current demand for many cuts.

The year just closed has furnished unusual market conditions brought about principally by the heavy supplies of hogs, especially when smaller runs had been predicted throughout the year. The enormous quantities of pork going into domestic consumption influenced the demand for all other kinds of meat. Lamb and mutton did not suffer, because this class of livestock already showed a shortage.

With a decline in the hog crop and a decrease in export outlet, a relative balance in demand for different classes of meat will probably be struck such as has not existed for a long time.

BRITISH PROVISION MARKET.

(Special Letter to the National Provisioner.)

Liverpool, England, Jan. 3, 1925.—The market during the past ten days has been of a quiet nature in the way of bacon, and it is natural at this time of the year due to the Christmas and New Year holidays. Hams have been the exception perhaps, and these have experienced quite a good demand, owing to fresh parcels being extremely scarce, and the price of the fresh article has advanced considerably.

Stocks have shown a considerable reduction on hams in cold stores, and once these cold stored hams are out of the way the situation will be considerably healthier for this new year. Bacon stocks have shown an increase but this is due to the small trade over the holidays, and even

with this increase stocks here are on the light side.

Lard stocks show very little reduction on last month, but there is a fair trade going on all the time.

EXPORTS OF MEATS AND FATS.

Domestic exports of meats and meat products during the first 11 months of 1924, were 20 per cent lower in value compared with the same period in 1923, and the volume of the exports of these products also decreased by about 184,000,000 pounds. This decrease in volume has been due, largely, to decreased shipments of hams and shoulders and of bacon and lard. Bacon shows a decrease of about 137,000,000 pounds and lard about 67,000,-

000 pounds. Hams and shoulders decreased about 53,000,000 pounds, according to the Foodstuffs Division of the U. S. Department of Commerce.

Animal fats and oils exports from the United States, while slightly less in volume than during the same months of 1923, were in point of value approximately \$2,000,000 greater. This is due to the larger per unit exports value of these oils and fats in 1924.

LARD AND GREASE EXPORTS.

Exports of lard from New York, January 1 to January 14, were 32,190,595 lbs.; tallow, none; greases, 1,930,000 lbs.; stearine, none.

PROVISIONS AND LARD

WEEKLY REVIEW

All articles under this head are quoted by the barrel, except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

Prices Advance—Trade Continues Active—Hog Statement Bullish—Monthly Stock Statement Shows Accumulation.

The past week has shown a strong upward swing to the provision market, lard gaining about 1c a pound from the recent low level, and hogs displaying a good deal of firmness. The recovery in the market was partly the result of oversold pit conditions, while there was a considerable disposition to buy product on the theory that the hog situation would very shortly show a distinct change, looking toward decreasing supplies.

This however, is not materializing as yet. The hog receipts at the seven leading points last week were very large, amounting to 996,000 against 810,000 last year, and cattle receipts showed an increase of 17,000, although sheep receipts were quite a bit smaller.

Price Position Remains Steady.

The position as to prices continues a very steady one. The present price of hogs with the exception of 1920 is the highest in five years, for the corresponding time. The average of hog prices for the past week was \$10.20, and this week the market has shown a little further advance. The average price of sheep and lambs is also higher than at any time in the past five years excepting for the corresponding period in 1920.

The average price of hogs was about $\frac{3}{4}$ c higher for the week than the five-year average; sheep about $\frac{1}{4}$ c over; lambs nearly $\frac{1}{4}$ c over; while cattle were a little under.

The Government report issued on Tuesday was quite a surprise to the trade in view of the continued heavy marketing of hogs. This report was strongly indicative of a much smaller movement of hogs later in the season. With a decrease of 28.2 per cent in the number of cows farrowing in 1924 and a decrease in the number to farrow in the spring of 1925, the promise is for a material decrease in the available supply of hogs which will come to the market as the season advances through the fall and summer. The statement is printed on this page.

Government Report on Stock.

The Government report of stocks of product on hand January 1st compared with January 1, 1924, and December 1, 1924, was construed as bearish and had some little effect on the market. This statement pointed to an increase in round figures of 25,000,000 lbs. of lard in a month and also an increase of important quantities of meats. The gain in pork, frozen, was 80,000,000 lbs. with a gain of 65,000,000 lbs. pickled pork in cure; 31,000,000 lbs. in cured pork, and important gains in other items.

The comparative figures on these supplies follow:

	Jan. 1, 1925	Dec. 1, 1924	Jan. 1, 5 yr. avg.
Beef, frozen	113,932	76,731	125,069
Beef, cured	13,191	9,056	24,595
Beef in process of cure ..	15,739	14,452	.....
Pork, frozen	128,585	48,781	79,948
Pork, dry salt cured	41,470	28,186	157,687
Pork, dry salt in cure ..	76,512	59,685	.....
Pork, pickled in cure ..	130,695	99,374	327,684
Pork, pickled cured	285,719	200,494	.....
Lamb & Mutton, frozen ..	2,988	3,326	18,356
Meats, Misc.	92,405	67,200	78,178
Lard	69,243	35,713	59,524

In addition to the statement of hog products and beef products the report on frozen poultry shows a gain of a good many million pounds in every item compared with December 1, the gain in all

lines of poultry amounting to 47,000,000 lbs. On the other hand there was quite an important decrease in the amount of butter on hand, the loss being 35,000,000 lbs. compared with December 1st.

Present stocks, however, are much larger than the average for the time with the butter stock being more than double that of last year. In the supply of poultry the increase over the last year is 40,000,000 lbs.

Export Business Slow.

The export situation is rather flat as far as new business is concerned but the last week's shipments representing previous business ran into rather large figures the total of lard being 27,000,000 lbs. and meats, 14,500,000 lbs.

PORK—The market was firmly held, with demand fair and mess at New York quoted \$34.25@35.00, family \$33.00@35.00, short clears \$38.00@42.00. At Chicago mess pork quoted \$31.50.

LARD—Market irregular, demand limited. At New York prime western quoted at 16.75@16.85c; middle western 16.60@16.70, city 16 $\frac{1}{4}$ @16 $\frac{1}{2}$ c, refined to the continent 16 $\frac{3}{4}$ @17c, South American 18c, Brazil kegs 19c, compound 13 $\frac{3}{4}$ @14c.

At Chicago regular lard in round lots quoted at January price, loose lard sold .87 $\frac{1}{2}$ under Jan.; leaf lard quoted 1.17 $\frac{1}{2}$ under Jan.

PORK PRODUCTS EXPORTS.

Exports of pork products from principal ports of the United States during the week ending January 10, 1925, are reported by the U. S. Department of Commerce as follows:

Hams and Shoulders, Including Wiltshires.				
	Jan. 10, 1925	Jan. 3, 1925	Dec. 27, 1924	Jan. 10, 25*
	1,000	1,000	1,000	1,000
	pounds	pounds	pounds	pounds
Total	2,557	2,626	1,469	129,864
To Belgium .....	.....	.....	.....	6,429
Germany .....	.....	.....	.....	359
Netherlands .....	.....	.....	.....	1,540
United Kingdom	2,176	2,206	1,181	105,814
Other Europe .....	.....	.....	.....	1,250
Canada	162	131	67	3,377
Cuba	203	258	185	7,567
Other Countries	16	31	36	3,528

Bacon, Including Cumberlands.				
	Jan. 10, 1925	Jan. 3, 1925	Dec. 27, 1924	Jan. 10, 25*
	1,000	1,000	1,000	1,000
	pounds	pounds	pounds	pounds
Total	9,614	4,452	6,430	148,458
To Belgium .....	.....	.....	.....	5,637
Germany	394	426	91	17,822
Netherlands	95	218	.....	7,132
United Kingdom	7,622	3,061	5,872	80,925
Other Europe	1,460	295	144	20,018
Canada	33	20	36	1,670
Cuba	8	38	2	13,484
Other Countries	2	4	4	1,770

Lard.				
	Jan. 10, 1925	Jan. 3, 1925	Dec. 27, 1924	Jan. 10, 25*
	1,000	1,000	1,000	1,000
	pounds	pounds	pounds	pounds
Total	23,870	19,589	15,789	441,231
To Belgium	384	174	578	14,043
Germany	10,200	9,106	8,069	156,923
Netherlands	1,693	2,491	.....	33,475
United Kingdom	4,066	4,979	3,791	11,279
Other Europe	5,519	975	555	45,205
Canada	30	.....	185	5,567
Cuba	1,744	1,896	2,281	46,438
Other Countries	234	107	370	28,301

Pickled Pork.				
	Jan. 10, 1925	Jan. 3, 1925	Dec. 27, 1924	Jan. 10, 25*
	1,000	1,000	1,000	1,000
	pounds	pounds	pounds	pounds
Total	276	261	250	13,163
To Belgium .....	.....	.....	.....	159
Germany .....	.....	.....	.....	383
Netherlands .....	.....	.....	.....	1,792
United Kingdom	80	60	.....	1,359
Other Europe	173	100	40	2,009
Canada .....	.....	40	22	1,502
Cuba	6	24	42	5,210
Other Countries .....	.....	.....	.....	.....

WEEK ENDING JANUARY 10, 1925.				
	Hams and shoulders	Bacon	Lard	Pickled Pork
	M pounds	M pounds	M pounds	M pounds
Boston	529	291	1,705	2
Detroit	385	697	84	49
Port Huron	61	.....	30	133
Key West	193	8	1,255	.....
New Orleans	20	.....	856	4
New York	47	8,009	19,526	80
Philadelphia .....	.....	.....	121	.....
Portland, Me.	1,377	546	493	8

*Revised to November 30, including exports from all ports.

BEEF—The market was steady, demand fair. Mess at New York \$17.00@18.00; packet, \$17.00@18.00; family, \$20.00@22.00; extra India mess, \$33.00@35.00; No. 1 canned corned beef, \$2.75; No. 2, six pound, \$17.50; pickled tongues, \$55.00@65.00, nominal.

SEE PAGE 39 FOR LATER MARKETS.

PIG CROP TO BE SMALLER.

The December 1 pig survey for the entire United States indicates a hog production in 1925 as small as in any year in the last ten, according to the U. S. Department of Agriculture. The Department's survey of the Corn Belt states, issued a short time ago, indicated a reduction in those sections of 24 per cent in the fall pig crop. The reduction for the entire country is estimated at 22.2 per cent.

A hog production in 1925 probably as small as in any year in the last ten, and an acute shortage of hog products in 1926 are indicated in the survey, through the rural carriers.

The survey shows a decrease of 28.2 per cent in the number of sows farrowing in the fall of 1924 in the country as a whole from the number farrowed in the fall of 1923. Because of a somewhat higher average number of pigs saved per litter the decrease in pigs is only 22.2 per cent. For the corn belt the decrease in sows farrowed was 30.6 per cent, and in pigs saved was 23.4 per cent. Decreases in the other regions while large were somewhat less than in the corn belt.

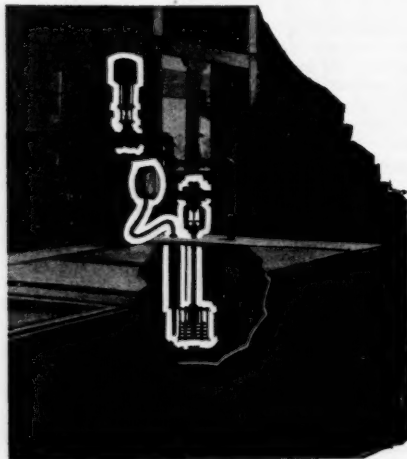
The number of sows bred or to be bred to farrow in the springs of 1925 is shown as 94.3 per cent of the number of sows that actually farrowed in the spring of 1924, for the United States, and 89.6 per cent for the corn belt. Based upon the results of previous surveys which have shown about how much the number of sows farrowed had fallen short of breeding intentions, the present survey indicates a reduction of from 15 to 25 per cent in sows that will farrow in the Corn Belt in the spring of 1925 from the spring of 1924. For the country as a whole a somewhat similar reduction is indicated.

The reduction of 23.4 per cent in the fall crop in the corn belt follows the reduction of over 17 per cent in the spring crop shown by the survey of last June. The total number of pigs raised in the Corn Belt in 1924 was probably fully 19 per cent less than in 1923.

Quantitatively, this represents a reduction from 1923 of between 11,000,000 and 12,000,000 head; around 7,000,000 in the spring crop and 4,500,000 in the fall crop. But in spite of the large reduction in numbers born, the market movement to January 1, of the 1924 spring crop of the Corn Belt hogs has been almost as large as the movement to the same date of the 1923 spring crop. December marketings and slaughter in 1924 were the largest ever recorded.

The reduction in sows bred this fall for spring farrow compared to a year ago is indicated at around 2,000,000 head in the Corn Belt. These will go to increase the winter market supply and to decrease the marketings next summer and fall, thus making the decreased supplies of the marketing year the more marked in the second half of the year.

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EUROPEAN PROVISION MARKET.

Dry salt pork sales in Rotterdam during the month of December were generally slow because of the small German demand. Oleo oil and neutral lard which had been quiet became particularly active just before Christmas although later advices indicate a reaction. The lard trade was rather quiet while stocks were ample.

American cotton oil on the Rotterdam market for the month of December continued firm but quiet, says Assistant Trade Commissioner R. J. Scovell, in a report to E. C. Squire, Trade Commissioner of the Department of Commerce, at Hamburg.

Mr. Squire has reported that for the week ending January 10 the Liverpool provision trade was generally quiet, the bulk of the business done being in Cumberlands at 84@88 shillings per hundredweight. This represents a recession in prices from those of the previous week which were at 86@92 shillings per hundredweight.

Bellies were being offered at 112 shillings per cwt., as compared with the nominal price of 116 shillings per cwt. for the previous week. Hams are stronger at 106@112 shillings per cwt., with moderate visible supplies.

Lard is steady at 82@85 shillings per cwt., while Wiltshires were moving slowly at prices ranging from 88@90 shillings per cwt.

Quietness in the Hamburg provision trade caused by the holiday season began improving upon receipt of orders from interior Germany and elsewhere. Lard arrivals for the week were larger with sales at \$40.00@50.00 per 100 kilos. All bacon business continued slow, while a slight movement was noted in fat backs, prices ranging from \$36.00 for the lighter weights to \$42.25 for the heavy weights, while heavier bellies were selling at \$43.80 per 100 kilos.

Spot prices for extra oleo oil are stated to be about \$36.00 per 100 kilos. Oleo oil has continued weak throughout the period.

The receipts at 20 German markets for the week were 58,000 pigs, the top Berlin price for which was 80 pfennigs per ½ kilo liveweight (\$1.17 per lb.); cattle 17,000; calves 16,000.

CHICAGO MID-MONTH STOCKS.

Stocks of provisions in Chicago at the close of business on January 14, 1925, with comparisons, are reported as follows by the Chicago Board of Trade:

	Jan. 14, '25	Dec. 31, '24	Jan. 14, '24
Mess Pork, bbls.....	781	1,413	1,708
P. S. Lard, lbs.....	30,614,544	15,739,369	6,480,385
Other Lard, lbs.....	7,681,881	4,606,373	3,111,516
S. R. Middles, lbs.....	4,684,111	3,412,232	948,178
D. S. Cl. Bellies, lbs.....	13,298,388	7,153,583	14,139,842
D. S. Rib Bellies, lbs.....	2,766,959	2,752,386	2,677,116
Ex. S. C. Middles, lbs.....	889,390	714,004	519,481

STORAGE STOCKS IN U. S.

Stocks of meat and lard in storage in the United States on January 1, 1925, with comparisons, are announced by the U. S. Bureau of Agricultural Economics as follows:

	Jan. 1, '25	Dec. 1, '24	5-year Av. Jan. 1-lbs.
Beef, frozen.....	113,932,000	76,731,000	125,068,000
Cured.....	13,191,000	9,056,000	24,505,000
In cure.....	15,739,000	14,452,000	*
Pork, frozen.....	128,585,000	48,781,000	79,948,000
D. S. cured.....	41,470,000	28,168,000	157,587,000
D. S. in cure.....	76,512,000	50,685,000	*
S. P. cured.....	130,695,000	99,374,000	327,684,000
S. P. in cure.....	205,719,000	200,494,000	*
Lamb and mutton			
Frozen.....	2,988,000	3,326,000	18,356,000
Misc. meats.....	92,405,000	67,260,000	78,189,000
Lard.....	60,243,000	35,713,000	53,524,000

* Prior to 1920 figures for cured meats included those for meats still in process of cure.

Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained upon application to the Institute of American Meat Packers, 509 South Wabash Ave., Chicago, Ill.

TO AID AMERICAN SHIPPERS.

The shippers to Great Britain, who until now have been put to great loss of time in obtaining through freight rates from America to destinations in the interior of Britain, will welcome the announcement of the opening by the London, Midland and Scottish Railway of offices in the United States and Canada for the immediate dissemination of such information.

Heretofore shippers have been forced to content themselves with rates from America to one of the British seaboard ports. To learn the cost of shipping merchandise to interior destinations, cabling or writing—with the attendant loss of time or money—has been necessary. Now they can obtain accurately and immediately the cost of delivery direct to their customer's door.

Closely following the recently expressed hopes of the British premier for closer trade relations between the two nations, this is looked upon as a step forward in that direction.

The United States office of the L. M. S.—as this great British railroad is known—already has been opened at No. 1 Broadway, New York City. An office in Canada will be established in the near future. Both will be in charge of Thomas A. Moffet, one of the company's freight traffic officers who recently arrived from England.

These offices will be equipped with complete information as to port dues, transfer and storage charges and inland freight conveyance rates from all of the important seaports of Great Britain to the interior.

Mr. Moffet is thoroughly acquainted with the shipping needs of this country, having traveled extensively on this side of the Atlantic. He has evolved a carefully worked-out plan for reducing overheads on storage and distribution of merchandise in Great Britain which should appeal strongly to American firms trading in that country.

The London, Midland and Scottish Railway—one of the recent railroad mergers in Britain—is one of the largest railroads in the world, operating over 20,000 track miles and backed by an issued capital of £398,000,000 sterling. It practically covers Great Britain, handles 175,000,000 tons of freight annually, and has direct access from all of the great ports on the British seaboard to every part of England, Scotland, Wales and industrial Ireland.

PORK CUTS AT NEW YORK.

(Special Report to The National Provisioner from H. C. Zaun.)

New York, January 14, 1925.—Wholesale prices on green and sweet pickled pork cuts: Pork loins, 20-22c; green hams, 8-10 lbs., 21c; 10-12 lbs., 20c; 12-14 lbs., 19½c; green picnics, 4-6 lbs., 13½c; 6-8 lbs., 12-13c; green clear bellies, 6-8 lbs., 21c; 8-10 lbs., 21c; 10-12 lbs., 21c; 12-14 lbs., 20c; S.P. clear bellies, 6-8 lbs., 16½c; 8-10 lbs., 18-19c; 10-12 lbs., 18c; 12-14 lbs., 18c; S.P. hams, 8-10 lbs., 19c; 10-12 lbs., 19c; 12-14 lbs., 18½c; 18-20 lbs., 23c; dressed hogs, 15½c; city steam lard, 16½c; compound, 13¾-14c.

TALLOW, STEARINE, GREASE AND SOAP

WEEKLY REVIEW

TALLOW—After selling down to ten cents, or thereabouts, and showing a decline of a cent a pound from the highs of the previous week which were the highs of the season, the market the past week steadied somewhat. This was partly due to the fact that the larger consumers were showing more interest at the ten-cent level, which checked liquidation, and made for a firmer tendency among holders, prices later advancing $\frac{1}{4}$ c with sales of extra New York in a moderate way reported at the $10\frac{1}{4}$ c level.

The heaviness in lard and oil, however, made for a mixed sentiment on the rally, but the leading soap makers continue to show interests slightly below the market.

At New York special was quoted $10\frac{1}{2}$ @ $10\frac{1}{4}$ c, extra at $10\frac{1}{4}$ c, and edible at $11\frac{1}{4}$ c. At Chicago the market was dull and about steady, with offerings fair, and buyers holding off. The west reported tallow stocks increasing.

Edible and city fancy, Chicago quoted $10\frac{1}{2}$ @ $10\frac{1}{4}$ c, packer freely offered at $10\frac{1}{4}$ c, No. 1 grade listed $9\frac{3}{4}$ @ $9\frac{1}{2}$ c, No. 2 $8\frac{1}{2}$ @ $8\frac{3}{4}$ c, prime country dull and nominal around 10c.

At the London auction on Jan. 14th, 598 casks were offered of which 343 were sold, mutton quoted at 54s 3d@56s, beef 52s 6d@53s, good mixed at 52s 6d. At Liverpool Australian tallow was unchanged to 6d higher for the week with choice quoted at 50s 3d, and good mixed at 50s 6d.

STEARINE—The market in the east the past week has been dull and heavy, with prices $\frac{1}{2}$ @ $\frac{3}{4}$ c lower, with demand limited, and offerings fair, oleo New York selling at $11\frac{1}{2}$ c the early part of the week, later followed by sales at 11c, and with the market called $11\frac{1}{4}$ c asked. Dullness in compound appeared to have some influence.

At Chicago oleo-stearine was dull and quoted at $11\frac{1}{2}$ @ $11\frac{1}{4}$ c.

OLEO OIL—The market was dull and about steady, with extra New York quoted at 15c, medium at $14\frac{1}{2}$ c, and lower grades at 14c nominal. At Chicago extra was quoted at $15\frac{1}{4}$ c.

SEE PAGE 39 FOR LATER MARKETS.

LARD OIL—The market was weaker and unchanged to $\frac{1}{2}$ c lower than the previous week, with the lower grades showing weakness. Inactive demand and less strength in raw materials was the feature.

At New York edible was quoted at $19\frac{3}{4}$ c; extra winter, $18\frac{1}{2}$ @ $18\frac{1}{4}$ c; extra, $16\frac{1}{4}$ c; extra No. 1, $14\frac{3}{4}$ c; No. 1, $14\frac{1}{4}$ c; No. 2, $13\frac{1}{4}$ c.

NEATSFOOT OIL—The market was somewhat easier, with lower raw materials and with demand limited to current needs. At New York pure was quoted at $15\frac{1}{4}$ c, No. 1 at $14\frac{1}{4}$ c and cold pressed $18\frac{1}{4}$ @ $18\frac{1}{2}$ c.

GREASES—The market was moderately active and barely steady, feeling the effects of the recent weakness in tallow, but on the decline soap makers were taking on a moderate amount of greases, and the undertone this week appeared steadier, helped somewhat by a rally of $\frac{1}{4}$ c in tallow.

The volume of greases pressing on the market was not burdensome. Sentiment, however, as in other commodities, was very mixed. At New York yellow and choice house were quoted at $9\frac{1}{2}$ @ $9\frac{3}{4}$ c, A White $10\frac{1}{2}$ @ $10\frac{1}{4}$ c, B White $9\frac{3}{4}$ c, and choice white at $12\frac{1}{2}$ c.

At Chicago the market was dull, with offerings fairly plentiful on choice white

grease for export, with demand quiet. Last bid $12\frac{1}{2}$ c, c.a.f. New York for choice white. Chicago quoted choice white $11\frac{1}{2}$ @ 12 c, A White 11 c, B White $10\frac{1}{2}$ @ $10\frac{1}{4}$ c, yellow $9\frac{1}{2}$ @ $9\frac{3}{4}$ c, house 9c nominal brown $8\frac{1}{4}$ @ $8\frac{1}{2}$ c.

Packinghouse By-Products

Blood.

Chicago, January 15, 1925.

The blood market is very quiet. Very little buying interest is shown.

	Unit ammonia.
Ground	\$3.50@3.60
Crushed and unground.....	3.30@3.50

Digester Hog Tankage Materials.

This market is quiet. Fancy material testing about 12 per cent, sold at \$3.40.

	Unit ammonia.
Ground, 10 to 12%, ammonia.....	\$3.40@3.60
Unground, 11 to 13%, ammonia.....	3.00@3.40
Unground, 7 to 10%, ammonia	2.75@3.15

Fertilizer Tankage Materials.

The fertilizer tankage materials market is about steady to lower. Buyers do not seem anxious to buy as they are pretty well taken care of on immediate demands.

	Unit ammonia.
High grade, ground, 10-12%, ammonia.....	\$2.90@3.00
Lower grade, ground, 6-9%, ammonia	2.60@2.80
Medium to high grade, unground	2.50@2.70
Lower grade, unground	2.00@2.40
Root meal	2.90@3.00
Grindlug hoofs, pigs toes, dry	27.00@33.00

Bone Meals.

This market is soft. Offerings are free, but there is not much buying interest.

	Per ton.
Raw bone, meal	\$20.00@30.00
Steam, ground	20.00@22.00
Steam, unground	15.00@17.00

Cracklings.

A little more activity has been reported in the cracklings market, and the market rules steady to strong. Sales have been reported of hard pressed beef cracklings at 85c, Chicago.

	Per ton.
Pork, according to grease and quality.....	\$50.00@70.00
Beef, according to grease and quality.....	30.00@45.00

Bones, Horns and Hoofs.

This market is about the same. There is a fair demand for hoofs, though they are not as strong as they were. Manufacturing bones are quiet.

	Per ton.
Horns, unsorted	\$75.00@200.00
Culls	30.00@32.00
Hoofs, unsorted	30.00@33.00
Round shin bones, unsorted	47.50@52.50
Flat shin bones, unsorted	37.50@42.50
Thigh bones, unsorted	50.00@55.00

(NOTE.—Foregoing prices are for mixed carloads of materials indicated above.)

Glue and Gelatin Stock.

The market on jaws, skulls and knuckles is \$31.00 top. Junk bones are around \$25.00@26.00. There is a fair demand and the market is strong.

	Per ton.
Calf stock	\$28.00@29.50
Edible pig skin strips	90.00@100.00
Rejected manufacturing bones	33.00@35.00
Horn piths	23.00@25.00
Cattle jaws, skulls and knuckles	30.00@31.00
Junk and hotel kitchen bones.....	25.00@26.00
Sinews, pizzles and hide trimmings	21.00@23.00

Animal Hair.

A few contracts have been made on winter production of hog hair, and the market is rather firm.

	Per ton.
Coll dried, lb.	3 @ $3\frac{1}{2}$ c
Processed, lb.	8 @ 8
Dyed	$9\frac{1}{4}$ @ $12\frac{1}{2}$ c
Cattle switches (110 to 100) each	$2\frac{1}{2}$ @ 4
Horse tails, each .....	.55 @60c
Horse mane hair, green, lb.....	.12 @13c
Unwashed dry horse mane hair, lb.....	.20 @22c
Pulled horse tail hair, lb.....	.55 @65c

Pig Skin Strips.

Prices are about steady to strong, sales of No. 1 tanner grades mostly $5\frac{1}{4}$ c per lb. basis, Chicago.

EASTERN FERTILIZER MARKETS.

(Special Report to The National Provisioner.)

New York, January 14, 1925.—The ground tankage market has shown more activity the past week than it has for some time. Quite a little material was sold at prices ranging from \$3.40 to \$3.50 f.o.b. New York and stocks on hand are reported to the light.

Blood is unchanged at \$3.60 with the demand light. Nitrate of soda has advanced due to the rise in exchange and sellers are holding firm at \$2.62 for spot and January.

More interest is being shown in cracklings.

Unground tankage seems to be hard to move at present, as the buyers for this class of material seem to be well covered.

CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending January 9, 1925:

BUTCHER STEERS.				
1,000-1,200 Lbs.				
	Week Ended Jan. 8.	Same Week 1923.	Week Ended Dec. 31.	
Toronto	\$ 7.75	\$ 7.50	\$ 7.75	
Montreal (W)	6.75	6.50	6.60	
Montreal (E)	6.75	6.50	6.50	
Winnipeg	6.50	6.00	6.00	
Calgary	6.00	5.00	5.00	
Edmonton	5.75	5.00	5.50	
VEAL CALVES.				
Toronto	13.00	13.25	15.00	
Montreal (W)	10.50	11.00	10.00	
Montreal (E)	10.50	11.00	10.00	
Winnipeg	8.00	7.50	7.00	
Calgary	5.00	4.50	4.50	
Edmonton	4.25	5.00	4.00	
SELECT BACON HOGS.				
Toronto	12.00	9.90	12.22	
Montreal (W)	11.25	9.75	11.50	
Montreal (E)	11.25	9.75	11.50	
Winnipeg	10.72	8.25	11.00	
Calgary	10.28	7.97	10.28	
Edmonton	10.45	8.15	10.45	
GOOD LAMBS.				
Toronto	15.50	15.00	15.50	
Montreal (W)	11.50	10.00	11.50	
Montreal (E)	11.50	10.00	11.50	
Winnipeg	13.00	10.50	13.00	
Calgary	13.00	11.50	12.35	
Edmonton	12.50	11.00	12.00	

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UNJUST MARGARINE LAWS.

Taking as its text the recent repeal of anti-margarine laws by popular referendum in Oregon and Washington, the Institute of Margarine Manufactures has addressed a bulletin to the members of all state legislatures seeking relief from "many unnecessary and unjust" statutes.

"Margarine," says the Institute, "is taxed heavily in a way that no other food stuff is taxed in this or in any foreign country. It is unlawful in many states to tell what margarine is composed of or how it is made. It is unlawful in other states not to tell what it is composed of or how it is made. But the most unusual laws ever enacted against this staple article of food were the laws of Oregon and Washington enacted in 1923."

Laws to Cripple Industry.

These Oregon and Washington laws, according to the bulletin, prohibited the use of vegetable oils with milk or milk products in the manufacture of margarine. Since margarine cannot be made without milk or milk products and since vegetable oils are used, in combination with animal fats or exclusively, in the manufacture of over 98 per cent of all margarine, these laws were a severe blow to the entire industry.

The laws never took effect, however, because they were submitted to an official referendum at the last general election and repealed by a vote of 360,340 against the law to 260,644 in favor.

Margarine is Wholesome.

"Thus ended," says one bulletin, "the most conspicuous instance in history of one section of a country trying to promote the sale of its own products by prohibiting the sale of the products of another section of the same country."

"The most important lesson taught by the vote of the people on these laws is that legislators are often made to believe that a majority of the people wants cer-

Tax or Accounting Advice

Free advice on tax or accounting matters in connection with the new or old revenue law may be obtained by subscribers to THE NATIONAL PROVISIONER upon application. Send your inquiries either to THE NATIONAL PROVISIONER, Old Colony Building, Chicago, or to Archibald Harris & Company, Marquette Building, Chicago. In the latter case, mention that you are a subscriber to THE NATIONAL PROVISIONER.

tain legislation when only a small minority wants it.

"It has never been contended that vegetable oils are unwholesome or that milk or milk products are unwholesome or that the mixture of these foodstuffs known as margarine is unwholesome. Scores of scientific men throughout the world are on record that margarine and the vegetable oils used in its manufacture are pure and wholesome as well as economical foodstuffs made of the products of agriculture.

Not Passed for Public Health.

"These laws were not enacted in the interest of the public health. No city, state or federal public health agency or bureau, or department has ever called for legislation of this kind against vegetable oils or margarine to protect the public health.

"The avowed purpose of those who fathered this legislation was to relieve the dairy industry of this sort of competition. The purpose was, therefore, not founded in the interest of the public or of the public health."

NOV. MARGARINE STATISTICS.

Following are the figures of actual production of margarine for the month of November, 1924, as reported by margarine manufacturers to the U. S. Department of Agriculture.

The reports of the Bureau of Internal Revenue are estimates based on the value of stamps sold during the month and are not given in this report:

UNCOLORED MARGARINE.		
	Nov., 1924	Nov., 1923
Exclusively animal	22,714	59,873
Exclusively vegetable	7,684,640	9,640,327
Animal and vegetable	8,487,111	11,586,518
COLORED MARGARINE.		
Exclusively animal	254,901	296,537
Exclusively vegetable	590,674	621,527
Animal and vegetable	17,020,049	22,204,782

There was a decrease of 5,184,733 pounds in November, 1924, over the corresponding month a year ago, or about 23½ per cent.

BELGIAN OIL MARKET.

During November the vegetable oil market in Belgium was only moderately active; there was a tendency towards lower prices, but even lower quotations failed to stimulate buying in many instances. One of the important features of the month was the fact that transactions with Germany subsided.

German industries appear to have covered their immediate needs and were disinterested in the Belgian oil market. Another factor entering into the temporary withdrawal of German buyers was found in the efforts of British shippers to capture the German trade, reports Consul General George S. Messersmith, Antwerp, Belgium, to the Department of Commerce.

British exporters are quoting vegetable oil c.i.f. Rhine port at very attractive prices. Some of the quotations, according to reports, were as low as those quoted for Belgian shipments, c.i.f. Antwerp. It is further reported that British shippers are offering liberal payment terms to German importers.

BRITISH 1924 OIL TRADE.

The feature of the vegetable oil trade of England for the three principal vegetable oils manufactured there, during 1924, was an increase in the exports of soya bean oil, considerable increase in the exports of cottonseed oil, but exports of linseed oil showed a slight decrease. Official statistics transmitted to the Department of Commerce by Vice Consul in Charge, Albert W. Scott, Hull, England, show the following exports of these oils for November, 1923 and 1924, and the first eleven months of 1923 and 1924:

	—Gross tons—		—Gross tons—	
	Nov.	1923.	Nov.	1923.
Linseed oil	494	888	11,222	13,754
Cottonseed oil	1,314	730	12,920	8,983
Soyabean oil	871	347	9,659	3,877

Steady supplies of materials for vegetable oils continued to be received by the mills in the Hull district during November. Imports of oilseeds and oil nuts, oilcake and vegetable oils for the year are given below:

	—Gross tons—		—Gross tons—	
	Nov.	1923.	Nov.	1923.
Oilseeds, oil nuts and	61,743	67,171	745,840	721,552
copra	2,245	4,923	25,438	25,614
Oilcake	1,079	1,634	15,886	11,821
Vegetable oils				

CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, Jan. 14, 1925.—Latest quotations in chemicals and soapmakers' supplies:

Seventy-six per cent caustic soda \$3.76 @3.91 per cwt.; 98% powdered caustic soda \$4.16@4.56 per cwt.; 58% carbonate of soda \$2.04@2.44 per cwt.

Clarified Palm Oil in casks of 2,000 lbs. 10¼c lb.; olive oil foods 9¾@10c lb.; East India Cochin cocoanut oil 17c lb.; Cochin grade cocoanut oil, domestic 12¼c lb.; Ceylon grade cocoanut oil 12¼c lb.

Prime summer yellow cottonseed oil 13@13¼c lb.; soya bean oil 14¼c lb.; red oil 11@11¼c lb.

Extra tallow, f.o.b. seller's plant 10c lb.; dynamite glycerine, nominal 18¼c lb.; saponified glycerine, nominal 13¼c lb.; crude soap glycerine, nominal 12¼@12½c lb.; chemically pure glycerine, nominal 19c lb.; prime packers grease, nominal 9¾@9¼c lb.

COTTONSEED OIL EXPORTS.

Exports of cottonseed oil from New York, January 1 to January 14, 1,300 lbs.

The Blanton Company

St. Louis, U. S. A.

Refiners of Vegetable Oils

YOUR BROKER

Is Our Selling Agent

Give him your inquiries on

White Butter Oil
Yellow Cooking Oil
Peanut Oil
Salad Oil
Vegetable Shortening

Carloads—Less Carloads
Yopp's Code, Eighth Edition.

VEGETABLE OILS WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association.

Market Active—Irregular—Sentiment Mixed—Cash Trade Moderate—Crude Steady—Lard Stocks Increasing.

The market for cottonseed oil futures on the New York Produce Exchange the past week was quite active but irregular, with commission houses on both sides, and with local sentiment divided. On the breaks scattered support developed, while on the bulges offerings increased.

Profit taking was in evidence, and early in the week some 25,000 or 30,000 bbls. of oil was placed on the market through a few commission houses, which was felt to have represented hedging pressure from a western refiner, although efforts were made to create the impression that this selling represented profit taking for the western longs, under cover.

Selling Was From West.

As a matter of fact, those in close touch with the western speculative long interest that the selling has come from that source, and as a result the impression gained ground that the selling must have been for refiners' account. The local element were constantly fighting the advances, and during the week a prominent local trader in lard and oil was said to have dumped his line of both commodities, and to have turned bearish on both markets, for the time being.

The situation surrounding the market continued to be one that could hardly be called healthy. While it is true that there was no particular pressure of crude oil on, the market, refiners, generally speaking, are still able to cover their cash sales by purchases of crude, without necessitating removal of hedges from the future market, so that indications pointed to a limited cash trade, and a continued weak technical position.

It cannot be emphasized too greatly that the speculative short interest in oil futures is generally said to be very small, other than that against holdings of oil and seed, while the speculative long in-

terest is generally regarded as a huge one.

At the same time, the lard stocks, both at Chicago and outside points, are increasing somewhat, and while domestic lard trade is fairly good, export lard demand remains limited, and is one of the factors that is tending to upset bullish calculations at the moment.

Refiners report a continuance of spasmodic cash business, and as yet it is understood that compound demand has not come up to expectations. For the long pull, however, the position of compound would appear a favorable one, and lard increased its premium again this week to better than five cents a pound over oil.

The present level of cotton oil, considering everything else, is a moderate one, and makes oil look cheap, but emphasizing the situation in cotton oil, one of the large local handlers pointed to the fact that there is no scarcity of oil in sight. He said the cotton oil position could be favorably compared to that existing in sugar, the latter commodity having received no benefit from the recent uplift in the general price trend, owing to large production, which apparently exceeded the demand.

Waiting for Longs to Act.

To a great many, cotton oil is awaiting the disposition of the leading longs. The refiners' short interest against actual oil, it is believed, is in the market to stay there until the balance of the crude crush is marketed some months hence. Not a few believe that an attempt to liquidate, on the part of the longs, would uncover difficulty in putting the oil on the market, without adversely affecting the price.

In other words, supply and demand is the ruling factor, and while the developments in other allied commodities might temporarily advance or depress oil prices, the outcome of cotton oil depends wholly and solely upon the country's ability to absorb the larger crush this year. Whether this absorption can take place

without an export market, or without the soap-kettle, remains to be seen.

Many believe that it is expecting too much of the consuming trade to look for domestic consumers to absorb all the oil in sight for the balance of the season, but nevertheless there are some shrewd interests vitally connected with the industry who believe that all the oil will be required before another cotton crop is raised. Some of the bears at present believe that it will take another sixty days, at least, to determine how great the consuming demand will be, as it is a known fact that of late consumers have been buying in a limited way, but have been drawing upon their stocks heavily.

Crude Oil in Narrow Range.

The crude oil markets have covered a moderate range in the southeast, between 9½ and 9¾c, and in Texas from 9¾ to 9½c. The futures market has been at an unfavorable hedging differential, generally speaking, and immediate shipment crude has been ruling possibly ¼c under deferred shipment. The south is not pressing crude, and most of the mills, if not all of them, are pretty well sold ahead.

The U. S. Department of Agriculture, in the December pig survey, said in part—"The hog production in 1925 probably as small as in any year in the last ten, and acute shortage of hog products in 1926 is indicated in the December pig survey, made by the Department.

"The summary shows a decrease of 28.2 per cent in the number of sows farrowing in the fall of 1924 in the country as a whole, from 1923. The number of sows bred or to be bred to farrow in the spring of 1925 is 94.3 per cent of the sows actually farrowed in the spring of 1924. The total number of pigs raised in the corn belt in 1924 was probably fully 19 per cent less than in 1923, or 11,000,000 to 12,000,000 head.

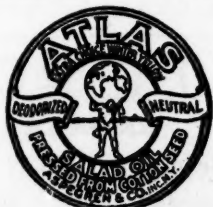
"The reduction in sows bred this fall for spring farrow compared to a year ago is indicated at around two million head in the Corn Belt; these will go to increase the winter marketing supply, and to decrease the marketings next summer and fall, thus making the decreased supplies of the marketing the more marked in the second half of the year."

ASPEGREN & CO., Inc.

Produce Exchange Bldg.

Distributors

NEW YORK CITY



Selling Agents for



Agents in Principal Eastern Cities

The Portsmouth Cotton Oil Refining Corp., Portsmouth, Va. The Gulf & Valley Cotton Oil Co., Ltd., New Orleans La.

Little Oil Re-Tendered.

Oil deliveries on January contracts thus far have been 8,100 bbls., and of this quantity only 400 bbls. have been re-tendered, and it is understood that moderate quantities are still to be tendered. The store oil stocks in New York are estimated at between nine and ten thousand barrels. Some of the January oil has been taken in by a cotton house that usually acts for refiners, and it is believed that this oil will be re-tendered in the market, either on March or May contracts.

COTTONSEED OIL—Market transactions—

Friday, January 9, 1925.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1100 a	
Jan.	100	1120 1120	1119 a	1125
Feb.			1119 a	1130
Mar.	200	1139 1131	1132 a	1135
April			1149 a	1156
May	4500	1170 1160	1164 a	1166
June			1170 a	1185
July	3200	1192 1184	1188 a	1190
Aug.			1190 a	1200

Total sales, including switches, 8,000 P. Crude S. E. 9½¢ Asked.

Saturday, January 10, 1925.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1120 a	
Jan.	100	1120 1120	1121 a	1125
Feb.			1120 a	1135
Mar.			1132 a	1137
April			1147 a	1155
May	300	1163 1163	1162 a	1164
June			1170 a	1180
July	1600	1188 1183	1184 a	1185
Aug.			1193 a	1195

Total sales, including switches, 2,200 P. Crude S. E. 9½-5¢.

Monday, January 12, 1925.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1115 a	
Jan.			1123 a	1130
Feb.			1120 a	1140
Mar.	1400	1138 1128	1131 a	1133
April			1147 a	1155
May	18900	1165 1157	1162 a	1163
June			1170 a	1180
July	8200	1188 1178	1182 a	1183
Aug.	100	1190 1190	1190 a	1205

Total sales, including switches, 29,200 P. Crude S. E. 9½-¾¢.

THE EDWARD FLASH CO.

29 BROADWAY, N. Y. CITY

BROKERS EXCLUSIVELY**VEGETABLE OILS**

In Barrels or Tanks

Hardened Edible Coconut Oil**COTTON OIL FUTURES**

On the New York Produce Exchange

Tuesday, January 13, 1924.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1125 a	
Jan.	400	1130 1126	1127 a	1129
Feb.			1125 a	1135
Mar.	1100	1144 1135	1135 a	1137
April			1150 a	1159
May	15600	1175 1166	1167 a	1168
June			1175 a	1185
July	9100	1195 1186	1186 a	1187
Aug.			1196 a	1205

Total sales, including switches, 26,600 P. Crude S. E. 9½¢ Sales.

Wednesday, January 14, 1925.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1100 a	1150
Jan.	400	1112 1110	1110 a	1113
Feb.	100	1130 1130	1110 a	1125
Mar.	3100	1132 1113	1113 a	1114
April			1130 a	1140
May	11300	1164 1141	1141 a	1142
June			1150 a	1165
July	9700	1185 1163	1162 a	1164
Aug.	300	1195 1194	1175 a	1185

Total sales, including switches, 25,100 P. Crude S. E. 9½¢ Asked.

Thursday, January 15, 1925.

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot			1100 a	
Jan.			1107 a	1110
Feb.			1107 a	1120
Mar.			1124 1107	1107 a 1108
April			1123 a	1130
May			1157 1133	1132 a 1134
June			1140 a	1155
July			1179 1154	1154 a 1155
Aug.			1175 1175	1167 a 1170

SEE PAGE 39 FOR LATER MARKETS.

COCOANUT OIL—The market the past week was slightly easier, with increased Pacific coast offerings, and dullness in consumers' demand. Jan.-March shipment Pacific coast reported offered at ten cents.

At New York Ceylon, bbls., quoted 11½¢ @ 11½¢, tanks 10½¢ @ 10¾¢, tanks Pacific coast 10¼¢ @ 10½¢, Cochin bbls., 12¢ @ 12½¢, edible 13¼¢ @ 14¢.

SOYA BEAN OIL—Consuming demand rather moderate and the market on the whole dull and steady. At New York crude barrels quoted 13½¢; edible 13½¢ @ 14¢, tanks Pacific coast, Jan.-March, 11¼¢.

CORN OIL—The market was easier with a less active demand, fair offerings, and with a lower tendency in cotton oil. At New York crude, bbls., quoted 12½¢ @ 13¢ refined 13½¢ @ 14¢, cases \$13.38, tanks, f.o.b. western points 10¼¢ @ 10½¢.

PEANUT OIL—The market remains a more or less nominal affair, with no special interest in evidence.

PALM OIL—The market was dull and easier, reflecting recent weakness in tallow. Cabled offerings were easier, but demand was slow. Spot supplies are light and firmly held, while a steadier feeling in tallow this week made for a more mixed sentiment in palm oils.

At New York Lagos spot quoted 9½¢ @

10c, shipment 9½¢; Niger spot 9¢ @ 9¼¢, shipment 8¼¢ @ 8½¢.

PALM KERNEL OIL—A quiet, routine trade appears to be passing, and the market was steady at 10½¢ @ 10½¢, New York.

SESAME OIL—The market was a rather quiet affair, with interest limited. Spot sesame New York quoted 15½¢.

COTTONSEED OIL—Demand limited, offerings liberal, market barely steady. At New York refined barrels quoted 12¢ @ 12½¢, southeast and Valley crude 9½¢ Texas 9½¢ @ 9½¢.

SOUTHERN MARKETS.**Dallas.**

(Special Wire to The National Provisioner.)

Dallas, Tex., Jan. 15, 1925.—Prime cotton seed delivered Dallas, \$41.00; prime crude cotton seed oil, f.o.b. Dallas 9½¢ @ 9¼¢; 43 per cent cracked cake and meal, f.o.b. Dallas, \$38.50; hulls, \$7.50; linters, 3¢ @ 6c. Rain most of day.

Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Jan. 15, 1925.—There has been active trading in crude oil this week at 9½¢ @ 9½¢ in the Valley, depending on shipment. In keeping with the lower lard prices and New York market, buyers have reduced their bids and today 9½¢ represents the bid price. Forty-one per cent meal, \$38.00, Memphis; loose hulls, \$8.00, Memphis.

A NEW "BOSS" CALENDAR.

The 1925 calendar of the Cincinnati Butchers' Supply Co., Cincinnati, Ohio, is a striking affair. Their well-known trade mark, on a red and blue shield background, is the main feature. Excellent views of the company's Cincinnati plant and the Chicago branch are also shown.

Enclosed in the mailing tube with the calendar are several leaflets advertising certain "Boss" equipment, and a fac-simile of a letter from President Charles G. Schmidt on the occasion of his 50th anniversary in the trade.

A PARCHMENT CALENDAR.

The 1925 calendar of the Kalamazoo Vegetable Parchment Co., Kalamazoo, Mich., is useful as well as attractive. Five months are shown on each pad, two before and two after the current month, which is the prominent display on the pad.

A picture of the company's mill, lithographed in six colors, adds to the striking effect. The paper is all made by the company. The printed pad appears on 20 lb. white KVP Bond and the careful lithographing work is done on 36 lb. KVP Buff Ledger.

This useful and distinctive calendar is being sent out by W. D. Toland, advertising manager, to whom much of the credit for its clever make-up is due.

The Procter & Gamble Co.
Refiners of all Grades of
COTTONSEED OIL

Puritan, Winter Pressed Salad Oil

Boreas, Prime Winter Yellow
Venus, Prime Summer White
Sterling, Prime Summer Yellow

White Clover Cooking Oil
Marigold Cooking Oil
Jersey Butter Oil

Moonstar Coconut Oil
P&G Special (Hardened) Coconut Oil

Refineries: IVOYDALE, OHIO
PORT IVORY, N. Y.
KANSAS CITY, KAN.
MACON, GA.
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GEO. H. JACKLE
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40 Rector St., NEW YORK

Tankage
Liquid Stick
Bone Meal
Cracklings

Blood
Bones
Hoofs
Horns

Let Me Sell Your By-Products
for You.

The year is dead—long live the year

WITH the close of last month came physical inventory of your business. January should bring a corresponding mental inventory. Your mental inventory will include your business relations. Your source of supply for containers, for instance: does it serve as you think it should?

Business relations based on mutual confidence are lasting relations; tomorrow's growth comes from today's satisfaction.

We have set before you in these pages our viewpoint on service. The theory of service must be our practice, and this is our aim:—

Throughout 1925 and the years to follow to apply to your container requirements the full measure of Canco knowledge, ability, and purpose to serve.

To make this three-fold meaning of Canco Service win your confidence and co-operation.

May 1925 bring to us the opportunity of supplying your container needs.

American Can Company
NEW YORK CHICAGO SAN FRANCISCO

American Can

CONTAINERS OF TIN PLATE BLACK IRON GALVANIZED IRON FIBRE

CANCO



SOLID FACTS ABOUT SERVICE

"Service"—the word—is a term hackneyed by over-use. Service—the fact—is too important to be overlooked.

WESTINGHOUSE serves users of Westinghouse motors not only through the quality built into the product, but also through—

Expert Engineering Counsel, when desired, based both on thorough electrical knowledge and on practical experience with the varied requirements of industry.

Twenty-six Service Shops—so located as to be within a night's journey from any

industrial center, and equipped for either normal or emergency requirements.

Twenty-Nine Warehouses—carrying reserve stocks of motors of all popular ratings, as well as renewal parts which are immediately available.

Ninety-One Offices—within reasonable telephone distance from any town in the United States.

Jobbers and Dealers Everywhere—authorized to sell Westinghouse products because they are *organized to serve* Westinghouse users.

An Ultra Modern Factory—at Homewood, Pa.—dedicated solely to giving emergency service on renewal parts.

The completeness and accessibility of Westinghouse Service has no parallel. Ask any experienced user.

Westinghouse Electric & Manufacturing Company
East Pittsburgh Pennsylvania
Sales Offices in All Principal Cities of
the United States and Foreign Countries



Westinghouse

THE WEEK'S CLOSING MARKETS

FRIDAY'S CLOSINGS

Provisions.

Provisions weaker and closed weak with hogs; continued slow cash demand and less aggressive support. Exporters and cash handlers decidedly bearish. Competition from vegetable oils abroad hurting lard trade. Chicago lard stocks increased about 18,000 lbs. Total over 38,000, against 9,500,000 lbs. last year.

Cottonseed Oil.

Cottonoil easier with lard, hedging pressure, some liquidation and stop loss orders, but meeting with persistent support on moderate breaks. Sentiment very mixed; Southeast and Valley crude, 9 1/4c. nominal; Texas, 9c. Cash trade reported as slow.

Quotations on cottonseed oil at Friday noon, were: January, \$11.00@11.06; February, \$11.00@11.20; March, \$11.00@11.02; April, \$11.10@11.20; May, \$11.25@11.27; June, \$11.30@11.50; July, \$11.48@11.50.

Tallow.

Tallow, extra, 10 1/4c.

Oleo Oil and Stearine.

Stearine, oleo, 11 1/4c, asked.

FRIDAY'S GENERAL MARKETS.

New York, Jan. 16, 1925.—Spot lard at New York, prime western, \$16.40@16.50; middle western, \$16.20@16.30; city, \$16.25; refined, continent, \$16.75; South American, \$18.00; Brazil kegs, \$19.00; compound, \$13.75@14.00.

Liverpool Provision Markets.

Liverpool, Jan. 16, 1925.—(By Cable)—Shoulders square, 78s; picnics, none; hams, long cut, 98s; hams, American cut, 110s; bacon, Cumberland cut, 80s; short backs, 95s; bellies, clear, 108s; Wiltshires, 83s; Canadian, 90s spot lard, 81s 6d.

Hull Oil Market.

Hull, England, Jan. 16, 1925.—(By Cable).—Refined cottonseed oil, 51s; crude cottonseed oil, 47s.

EXPORTS OF PROVISIONS.

Exports of provisions from Atlantic and Gulf ports for the week ending January 10, 1925, with comparisons:

PORK, BBLs.

	Week ended Jan. 10, 1925.	Week ended Jan. 12, 1924.	From Nov. 1, 1924, to Jan. 10, 1925.
United Kingdom...	400	50	632
Continent	150	715	2,500
West Indies	150	...	562
B. N. A. Colonies...	...	...	120
Total	550	765	3,814

BACON AND HAMS, LBS.

	Week ended Jan. 10, 1925.	Week ended Jan. 12, 1924.	From Nov. 1, 1924, to Jan. 10, 1925.
United Kingdom...	11,244,400	15,312,950	102,530,610
Continent	1,827,000	8,806,000	13,865,200
Sth. and Ctl. Amer. ....	...	...	100,000
West Indies	53,000	...	31,500
B. N. A. Colonies...	60,088	...	31,000
Other countries .....	...	222,500	445,000
Total	13,071,400	24,341,750	117,008,310

LARD, LBS.

	Week ended Jan. 10, 1925.	Week ended Jan. 12, 1924.	From Nov. 1, 1924, to Jan. 10, 1925.
United Kingdom...	4,423,800	4,320,570	43,282,025
Continent	20,331,643	26,857,652	95,450,714
Sth. and Ctl. Amer.	53,000	...	925,288
West Indies	60,088	274,000	629,100
Other countries .....	...	13,352	25,104
Total	24,868,531	31,495,554	140,292,231

RECAPITULATION OF THE WEEK'S EXPORTS.

From—	Pork, bbls.	Bacon and hams, lbs.	Lard lbs.
New York	400	7,918,400	19,468,531
Portland, Me. ....	...	2,565,000	705,000
Boston .....	...	100,000	4,103,000
Baltimore	150	...	46,000
New Orleans .....	...	2,482,000	486,000
St. John, N. B.	550	13,071,400	24,868,531
Total week	488	10,208,900	18,896,083
Previous week	585	5,936,000	13,298,971
2 weeks ago	765	24,341,750	31,495,554
Cor. week, 1924 .....	...	...	...
Comparative summary of aggregate exports in lbs., from Nov. 1, 1924, to Jan. 10, 1925:			
1924-1925.	1923-1924.	Decrease.	
Pork, lbs.	762,800	1,979,200	1,216,400
Bacon & Hams, lbs.	117,008,310	210,210,225	93,201,915
Lard, lbs.	140,292,231	191,545,513	51,253,282

LIVERPOOL PROVISION STOCKS.

(Special Report to The National Provisioner.)

Stocks on hand at Liverpool, England, on January 1, 1925, as estimated by the Liverpool Trade Association, with comparisons, are as follows:

	Jan. 1, '25.	Dec. 1, '24.	Jan. 1, '24.
Bacon, boxes	9,145	2,460	21,786
Hams, boxes	3,158	5,851	4,493
Shoulders, boxes	713	425	1,355
Lard (tierces) P.S.W. 1,408	1,514	438	...
Lard (refined) tons...	2,628	2,785	153

Imports into Liverpool for the month of December:

31571 boxes bacon, including shoulders.
16693 boxes hams.
91,085 cwt. lard.

The approximate weekly consumption ex Liverpool stocks is given below:

	Bacon, boxes.	Hams, boxes.	Lard, tons.
December, 1924	5,554	3,024	1,067
November, 1924	4,528	3,418	863
December, 1923	6,650	2,883	732

NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under federal inspection for New York City, N. Y., are officially reported for the week ending January 10, 1925, with comparisons as follows:

	Week ending Jan. 10, 1925.	Previous week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	9,000	1,037 1/2	9,500
Cows, carcasses	1,438	1,321 1/2	1,016
Bulls, carcasses	210	165	197
Veal, carcasses	9,016	9,787	9,970
Hogs and pigs .....	...	216	218
Lambs, carcasses	27,577	18,140	20,898
Mutton, carcasses	2,953	4,253	4,548
Beef, cuts, lbs.	200,219	119,894	163,900
Pork, cuts, lbs.	1,332,028	1,304,929	1,891,045
Local slaughters:			
Cattle	12,457	11,829	10,073
Calves	17,349	15,046	13,216
Hogs	83,383	70,610	72,870
Sheep	47,131	47,213	49,623

Daily Market Service

The DAILY MARKET SERVICE, established to furnish the trade with authentic daily information of market prices and market transactions, is the latest addition to THE NATIONAL PROVISIONER's trade service.

It includes market prices and transactions on provisions, lard, sausage meats, etc., together with daily hog market information, Board of Trade prices, etc. It covers export markets also.

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TRADE GLEANINGS.

The Farmers Club, New Bern, N. C., is said to be interested in getting data and prices on abattoir equipment.

The plant of the Portland Vegetable Oil Mills Company, North Portland, Ore., was recently damaged by fire with a loss of \$60,000.

Kerens Cotton Oil Mill Company, Kerens, Tex., plans to rebuild its plant which was recently damaged by fire with a loss of \$15,000.

The 32d annual convention of the National Fertilizer Association will be held at White Sulphur Springs, W. Va., June 8-11, 1925, it was announced recently.

The Wichita Meat and Provision Company has been organized in Wichita Falls, Tex., by F. A. Bricker, M. Groezinger and A. Heffer. The company's plant is located at 714 Seventh street.

The plant of the Cairo Cotton Seed Oil Company, Cairo, Ill., was recently damaged by fire to the amount of nearly \$400,000. Plans are under way for immediate rebuilding.

The new addition to the Sioux Falls, S. D., packing plant of John Morrell & Co. has been completed and is now in operation. The company also announced that work has been started on a \$150,000 pork building, which will be completed next spring.

Frigorifico & Meat Works Products of America, Inc., has been incorporated at 68 East Adams street, Chicago, with a capital stock of \$25,000, by Edw. J. Hennessy, James Archibald and J. O. Kennelly. The company will manufacture and deal in food and food products.

ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to January 16, 1925, show exports from that country were as follows: To England, 107,461 quarters; to the continent, 6,117 quarters; to other ports, none.

Exports for the previous week were: To England, 75,507 quarters; to the continent 65,472 quarters; to other ports, none.

PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughter under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending January 10, 1925:

	Week ending Jan. 10, 1925.	Previous week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	2,815	2,295	2,232
Cows, carcasses	833	822	580
Bulls, carcasses	154	178	103
Veal, carcasses	1,464	1,457	1,431
Lambs, carcasses	8,341	6,300	7,431
Mutton, carcasses	1,403	1,237	7,792
Pork, lbs.	550,370	411,185	394,330
Local slaughters:			
Cattle	2,257	2,021	3,072
Calves	3,152	1,925	2,056
Hogs	28,736	22,386	25,278
Sheep	5,872	4,855	6,396

BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending January 10, 1925, with comparisons:

	Week ending Jan. 10, 1925.	Previous week.	Cor. week 1924.
Western dressed meats:			
Steers, carcasses	2,227	1,274	2,612
Cows, carcasses	1,932	1,181	1,679
Bulls, carcasses	62	41	27
Veal, carcasses	651	1,122	900
Lambs, carcasses	12,840	7,153	13,631
Mutton, carcasses	100	232	399
Pork, lbs.	654,165	617,943	240,541
Local slaughters:			
Cattle	2,428	1,890	1,695
Calves	1,931	1,535	1,652
Hogs	39,064	34,625	30,520
Sheep	4,598	4,368	6,237

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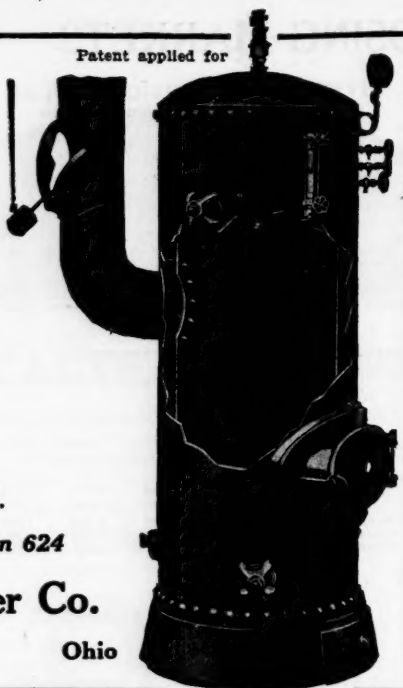
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RECEIPTS AT CENTERS.

SATURDAY, JANUARY 10, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	1,000	7,000	4,000
Omaha	200	15,300	1,000
St. Louis	300	5,500	200
St. Joseph	100	4,000	2,600
Sioux City	500	15,000	200
St. Paul	200	700	500
Oklahoma City	100	1,800	....
Fort Worth	400	1,800	....
Milwaukee	No receipts	500	2,500
Denver	200	11,000	200
Louisville	100	800	200
Wichita	300	800	100
Indianapolis	200	8,000	100
Pittsburgh	100	4,000	300
Cincinnati	400	3,000	100
Buffalo	100	1,100	1,200
Cleveland	300	2,200	500
Nashville, Tenn.	....	600	....
Toronto	800	600	....

MONDAY, JANUARY 12, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	32,000	70,000	25,000
Kansas City	20,000	11,000	7,000
Omaha	10,500	18,000	11,500
St. Louis	6,500	17,000	1,500
St. Joseph	3,500	7,000	9,000
Sioux City	4,000	13,000	4,000
St. Paul	3,500	34,000	7,000
Oklahoma City	2,000	1,000	....
Fort Worth	3,500	1,800	500
Milwaukee	300	600	....
Denver	5,200	1,700	2,000
Louisville	1,300	1,800	300
Wichita	1,400	1,700	200
Indianapolis	900	10,000	100
Pittsburgh	1,700	8,000	1,800
Cincinnati	1,600	5,000	100
Buffalo	1,900	17,000	11,000
Cleveland	900	10,000	2,000
Nashville, Tenn.	300	1,400	....

TUESDAY, JANUARY 13, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	52,000	14,000
Kansas City	11,000	10,000	3,000
Omaha	7,000	21,500	8,500
St. Louis	5,500	16,900	1,500
St. Joseph	2,000	6,500	2,000
Sioux City	3,000	20,000	2,000
St. Paul	1,500	14,000	10,000
Oklahoma City	700	1,200	....
Fort Worth	3,000	1,400	200
Milwaukee	700	3,000	300
Denver	1,400	5,400	2,600
Louisville	300	1,800	200
Wichita	1,000	1,400	200
Indianapolis	1,200	13,000	200
Pittsburgh	2,000	3,000	600
Cincinnati	400	5,500	300
Buffalo	100	3,000	1,600
Cleveland	200	2,000	500
Nashville, Tenn.	100	1,400	....
Toronto	700	1,200	300

WEDNESDAY, JANUARY 14, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	11,000	37,000	8,000
Kansas City	10,000	16,000	8,000
Omaha	8,000	29,000	10,000
St. Louis	3,500	17,000	1,200
St. Joseph	2,500	14,000	2,500
Sioux City	4,000	28,000	3,000
St. Paul	2,000	26,000	1,300
Oklahoma City	1,100	1,200	....
Fort Worth	3,100	1,200	....
Milwaukee	400	2,000	100
Denver	1,000	1,400	9,000
Louisville	200	2,000	200
Wichita	1,000	1,100	100
Indianapolis	1,500	14,000	100
Pittsburgh	100	4,500	400
Cincinnati	1,000	5,500	100
Buffalo	100	3,500	1,000
Cleveland	500	6,000	1,000
Nashville, Tenn.	100	1,600	....
Toronto	1,000	3,000	400

THURSDAY, JANUARY 15, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	14,000	80,000	17,000
Kansas City	4,000	12,500	3,500
Omaha	5,000	23,000	8,500
St. Louis	1,000	15,500	1,200
St. Joseph	1,500	11,000	2,000
Sioux City	3,000	31,000	1,500
St. Paul	2,500	17,000	5,000
Oklahoma City	500	1,000	....
Fort Worth	2,000	1,000	100
Milwaukee	700	2,500	200
Denver	1,400	4,000	12,800
Wichita	500	1,200	200
Indianapolis	1,000	12,000	100
Pittsburgh	100	7,500	1,000
Cincinnati	1,100	6,100	200
Buffalo	100	8,200	1,600
Cleveland	400	7,500	1,000

FRIDAY, JANUARY 16, 1925.

	Cattle.	Hogs.	Sheep.
Chicago	6,000	68,000	1,000
Kansas City	1,500	17,000	1,000
Omaha	2,500	18,000	6,500
St. Louis	1,200	16,000	300
St. Joseph	800	9,000	1,500
Sioux City	2,000	22,000	2,000
St. Paul	1,200	18,000	30,000
Oklahoma City	500	1,700	....
Fort Worth	2,200	2,500	200
Milwaukee	300	1,000	100
Denver	800	1,000	6,100
Wichita	100	1,200	100
Indianapolis	1,000	13,900	100
Pittsburgh	100	6,000	500
Cincinnati	900	4,500	100
Buffalo	100	6,400	7,000
Cleveland	3,000	4,000	1,000

HIDE AND SKIN MARKETS

(SHOE AND LEATHER REPORTER)

Chicago.

PACKER HIDES—A stronger tendency continues noted in these descriptions of stock, aided materially by the short supply and the fairly broad calls. One killer sold 4,000 Nov. Dec. heavy Texas steers at 16½c, being ½c appreciation. Another packer reports 3,000 January light cows at 15¼c. Two local small packers sold 8,000 January all weights at 15¼c and brands in connection at 13c. Apart from this there was little life to the market. Small stocks precluded much further action. Native steers are quoted at 17c last paid and nominal. Heavy Texas 16c last paid for Jan. and 16½c for early stock; butts 16c nominal; rados 15c last paid. Some sellers are inclined to hold a trifle more firmly due to a stronger New York market in these descriptions. Branded cows sold at 13¼c. Heavy cows 15¼c; lights 15¼c; native bulls 12½c; branded 10½@11½c.

COUNTRY HIDES—Interest continues of fair proportions in country stock with the heavier weight ranges coming in for possibly a trifle more attention than has been their lot for some time past. Domestic interests are seeking the middle weights and both domestic and foreign buyers are taking what over 60 lbs. hides can be secured around the shilling mark. The light end of the list naturally absorbed considerable interest because of the rather wide distribution such stock enjoys. However, western tanners are possible a little less interested while the eastern tanners are still nosing around. A wide variety of prices noted in the light end of the list as to qualities involved. Purchases are reported by tanners in this section as low as 14½c and sales up to 15¼c are also effected. Local sellers have advanced their views in most instances for the best quality stock to 15½c but as far as can be learned nothing of ordinary country description has sold above 15¼c and in view of large and small packer light cows selling at 15¼c, traders feel that anything above that rate is out of line. Offerings of hides from the country districts are a trifle more voluminous and asking prices are about unchanged. All weight hides are rated at 13@13½c delivered basis with business noted in this range. Heavy steers are quiet and nominal around the 14c mark; heavy cows are selling quietly at 12½@12¾c and there are said to be open orders floating around the market for stock at the top figure. Local sellers and material in the choice sections talked at 13c firmly. Buff weights sold at 13¼@13½c and numerous orders are reported around the market at 13c. Western tanners as a rule do not care to better 13c. Extremes are quoted at 14½@15¼c reported this week. Branded country hides are quiet and considered worth at least 11c flat basis. Country packer brands are quoted at 12@13½c with business noted today in local small packer mixed cows and steers at 13c, for January take-off. Bulls of country description quoted around 9½c, the last paid rate with offerings very small; country packers are quoted at 11½@12c and glue hides at 8@8½c.

CALFSKINS—There is no new life to the market for skins though one report is to the effect that a local city collector did business at an advanced figure. This is generally doubted though not unlikely as stocks are small and should any tanner seek material, asked levels would have to be paid. Tanners however, are looking on for the moment as they have temporarily supplied their needs and are not in tune with any stronger prices. Last business was at 25c. Packers last sold

at 26c. Outside city descriptions are quoted at 24@25c last paid and nominal. Resalted city and mixed quality stock ranged at 20@22c and country varieties around 18@20c. Deacons are quiet because of scarcity and quoted around \$1.25@1.35; cities \$1.75 last paid. Siunks are offered at \$1.15@1.25 for December take-off.

MISCELLANEOUS MARKETS—Dry hides are quiet and unchanged at 20@22c nominal for mixed weights as to lots; horse hides are unchanged with \$6.00 considered the top value for good average renderer hides. Poorer country lots quoted down to \$5.50. Packer pelts are steady at \$4.00@4.25 last paid and nominal; dry pelts 37½@40c; pickled skins \$13.00; hogs 25@50c.

New York.

PACKER HIDES—Two killers sold 10,000 January brands at 15¼c for butts and 14¾c for Colorados. Other sellers have been refusing these bids and demanding 16@15c respectively. Native steers are in moderate supply incipient take-off with 16¾c asked and bids at the last sale rate of 16½c reported refused. Cows have shown little life in the past few weeks. January stock is held practically intact at 14¼@14½c for kosher descriptions; some lots including straight heads held higher. Bulls have been selling at 12c in a quiet way.

OUTSIDE PACKER HIDES—Quiet business was effected in Pacific coast packer January steers at 14¼c with quantity involved not known as yet, but said to be of fair size. Cows were not included in this movement. Prior business was at 13¾c for steers and 11¾c for cows of December take-off. Canadian killers have been moving January take-off in the past few days and prospects appear bright for early clean out of such goods. Business noted by one killer in January native cows to a home tanner at 14¾c. Two packers moved stock to such outlets at that figure. Eastern small packers are moving January stock at 14¼c for all weight cows and 15¼@16c for steers. Mixed cows and steers are salable at 15c and held a trifle higher as a rule. One killer reported refusing 15¼c recently but it is said that bid is no longer available.

COUNTRY HIDES—A car of Canadian 25@50 lbs. country hides free of grubs sold at 14¼c flat or equal to best prices recently realized for these types. Buffs of such description are quoted at 12¼@12¾c flat asked and the inside recently paid. Southern shippers have been asking up to 15c for 25@50's but such a rate has been considered high by half a cent for any except the very choicest descriptions. Ordinary 15 per cent grubby southern 50 lbs. down material considered top at 14¼c. Eastern tanners are still moderately interested in light hides of the better sort up to 15c for choice mid western types. Up to 15¼@15½c are asked. Business is also reported around 14¼c for material up to 50 lbs., carrying a few grubs, from the west. Buffs appear in fair request because of relative cheapness, but the action therein is forcing stronger rates. Several sales reported of mid western description at 13@13½c range.

CALFSKINS—Quiet business is passing in N. Y. skins but details are guarded. Sellers intimate stronger prices induce buyers to insist on secrecy. Three weights are held \$2.50@2.80@3.50; late sales were effected at \$2.35@2.75@3.45. Outside stock is firmly held. Untrimmed domestics 24@25c. Canadian city calf sold at 22c and packers at 25c. Foreign skin are held quite firmly. N. Y. kips \$3.75@3.90@4.50.

SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Jan. 10, 1925.

CATTLE.

	Week ending Jan. 10.	Prev. week.	Cor. week.
Chicago	39,637	34,746	35,800
Kansas City	79,501	28,070	30,215
Omaha	24,990	18,276	19,731
East St. Louis	15,434	9,706	14,028
St. Joseph	10,672	8,238	9,577
Sioux City	11,750	7,785	6,600
Cudahy	882	679	1,004
Fort Worth	11,538	9,533	7,191
Philadelphia	2,237	2,021	3,072
Indianapolis	3,510	2,506	3,017
Boston	2,428	1,890	1,695
New York and Jersey City	12,457	11,829	10,073
Oklahoma City	6,001	4,160	5,904

HOGS.

	Week ending Jan. 10.	Prev. week.	Cor. week.
Chicago	267,200	217,400	222,200
Kansas City	49,528	41,902	46,883
Omaha	88,858	73,417	72,882
East St. Louis	57,709	55,822	59,473
St. Joseph	43,445	50,480	35,674
Sioux City	64,604	52,829	37,100
Cudahy	18,353	13,636	25,991
Fort Worth	16,981	22,887	21,306
Philadelphia	12,769	6,398	10,628
Indianapolis	28,736	22,586	25,278
Boston	37,413	31,962	40,916
New York and Jersey City	39,054	34,625	30,520
Oklahoma City	83,383	70,610	72,970
	8,922	6,424	9,143

SHEEP.

	Week ending Jan. 10.	Prev. week.	Cor. week.
Chicago	37,527	56,763	65,448
Kansas City	20,570	18,879	16,740
Omaha	33,921	32,246	34,550
East St. Louis	6,075	6,069	7,872
St. Joseph	17,369	13,262	16,192
Sioux City	8,607	9,713	7,401
Cudahy	147	375	351
Fort Worth	1,208	892	1,233
Philadelphia	5,872	4,855	6,396
Indianapolis	400	431	1,014
Boston	4,898	4,368	6,257
New York and Jersey City	47,131	47,213	49,623
Oklahoma City		73	81

CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending January 17, 1925, with comparisons, are as follows:

PACKER HIDES.

	Week ending Jan. 17, '25.	Week ending Jan. 10, '25.	Corresponding week 1924.
Spread native steers	@19c	@19c	16½@17c
Heavy native steers	@17c	@17c	14 @14½c
Heavy Texas steers	@16½c	@16c	@13c
Heavy butt branded	@16c	@16c	@13c
Heavy Colorado steers	@15c	@15c	@12c
Ex-Light Texas steers	@13½c	@13c	@ 9c
Branded cows	@13½c	@13c	@ 9c
Heavy native cows	@15½c	@15½c	@15½c
Light native cows	@15½c	@15c	@ 11c
Native bulls	@12½c	@12½c	@ 9½c
Branded bulls	@10½c	@10½c	@ 8½c
Calfskins	@26c	@26c	18½@19c
Kip	@20c	@20c	15½@16c
Kips, overwt.	@18½c	@18½c	.....
Kips, branded	@16c	@16c	.....
Slunks, regular	@12½c	@11½c	1.40@1.45
Slunks, hairless	@70c	@70c	30 @60c
Light, Native, Butts, Colorado and Texas steers 16 per lb. less than heavies.			

CITY AND SMALL PACKERS.

	Week ending Jan. 17, '25.	Week ending Jan. 10, '25.	Corresponding week 1924.
Natives all weights	@15c	@14½c	10½@11c
Bulls, native	@11c	@11c	8 @ 8½c
Br. str. hds.	@12½c	@12½c	8½@ 9c
Calfskins	@24½c	@23c	@18½c
Kip	@18c	@18c	15 @16c
Slunks, regular	@1.15	@1.15	\$1.25@1.30
No. 1	@40c	@40c	25 @50c

COUNTRY HIDES.

	Week ending Jan. 17, '25.	Week ending Jan. 10, '25.	Corresponding week 1924.
Heavy steers	@13 @14c	13 @14c	9½@10c
Heavy cows	@12 @13c	12 @13c	8½@ 9c
Buff	@13 @13½c	13 @13½c	8½@ 9c
Extremes	@15 @15½c	14½@15½c	10½@11c
Bulls	9 @ 9½c	8½@ 9c	7 @ 7½c
Branded hides	10½@11c	10½@11c	7 @ 7½c
Calfskins	@18 @18½c	18 @18½c	13 @14c
Kip	@14 @15c	14 @15c	12 @13c
Light calf	\$1.25@1.30	\$1.25@1.30	\$1.30@1.40
Deacons	\$1.10@1.20	\$1.10@1.20	\$1.10@1.20
Slunks, regular	\$1.00@1.15	\$1.00@1.15	\$0.75@1.00
Slunks, hairless	\$0.30@0.40	\$0.30@0.40	\$0.25@0.30
Horsehides	\$5.75@6.25	\$5.00@5.75	\$4.00@5.00
Hogskins	\$0.25@0.30	\$0.25@0.30	\$0.25@0.30

SHEEPSKINS.

	Week ending Jan. 17, '25.	Week ending Jan. 10, '25.	Corresponding week 1924.
Large packers	\$4.00@4.25	\$4.00@4.50	\$3.00@3.15
Small packers	\$2.50@3.75	\$2.50@3.75	\$2.75@3.00
Fkrs. shear'gs.	@1.35	@1.35	\$1.10@1.15
Dry pelts	\$0.37½@0.40	\$0.37½@0.40	\$0.27@0.29

LIVE STOCK MARKETS

CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)
Chicago, Jan. 15, 1925.

CATTLE—Beef steer values fluctuated considerably, closing about in line with a week earlier. Receipts were smaller generally. A bullish undertone pervaded the general trade, however, all buying interests displaying rather urgent needs.

Fat cows and heifers continued to climb, most cows advancing 25c while an upturn of 25@50c was registered by fat heifers. Cannermen and cutters also sold stronger.

Bulls closed steady to 25c lower, most of the downturn appearing today. Vealers were inactive demand and finished fully steady.

Short fed steers predominated, bulk cashing at \$7.75@10.25. The moderate supply of well finished weighty steers was a feature considering the season. Every upturn saw weighty bullocks gathering the most advance and prices on good to choice offerings are highest since last spring. Prime 1,457 lb. steers reached \$12.00 and big weight offerings made \$11.25, sales being numerous at \$10.00@11.00.

Yearlings continued scarce. Choice kinds were practically absent, relatively few being eligible to sell above \$11.00. Extreme top for the week was \$13.50, paid today for a sizable string of yearlings averaging 987 lbs. Most fat cows sold at \$4.00@6.25, heifers being most numerous at \$5.25@7.25.

Good to choice yearling heifers sold upward to \$10.00. A spread of \$2.75@3.00 absorbed bulk of cannermen, light offerings going at \$2.50. Bologna bulls were most numerous at \$4.25@4.60 at the close.

HOGS—During the first two days of the present week when runs were relatively small, prices advanced sharply, but Wednesday and Thursday of this week with runs relatively large and an expectation of a liberal supply Friday, prices reacted sharply and the close today found most butchers only 5@10c higher than the close a week ago. During midweek when top had reached \$11.25 gains of 25@40c were the general rule.

Receipts of light lights and pigs have decreased materially during the week and

with shipping demand comparatively broad on these the reaction from the week's high point was considerably less apparent than on weightier offerings. Most desirable offerings averaging 170 lbs. downward are still selling at an advance of 25@50c over the close a week ago.

Pigs that were practically unsalable last week, were in active demand today and although considerably lower than at the high time prices were stable and the best strongweights sold within a comparatively narrow price spread, \$7.50@8.00 taking the bulk. Packing sows continued to find a ready outlet and generally showed smaller price losses than butchers.

SHEEP—Fat lamb prices for the period under review fluctuated in accordance with the size of the supply offered; light runs boosting prices, while heavy receipts not only checked the rises but also enforced several price losses. Closing sales appear around steady with those of a week ago, although they are 25@50c lower than the high time at midweek.

The advances boosted choice lambs to the practical top of \$19.25 with one load sold at \$19.50, while the top on closing rounds was \$18.75, with the closing bulk of fat lambs at \$18.25@18.50.

Clipped lambs shared the unevenness accorded woolled kinds, a spread of \$14.50 @16.00 taking the bulk of the week's supply.

Scarcity of fat sheep plus a broad demand from all interests elevated values mostly 25c. Bulk of fat ewes turned at \$9.50@10.25, with best kinds offered reaching \$10.75. Aged wethers made \$12.00, while a few good yearlings sold upward to \$16.75.

OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)
Omaha, Nebr., Jan. 15, 1925.

CATTLE—Strength and activity has featured trading on fed steers on most days this week and with the exception of Monday prices maintained an upward trend. The advances for the week measuring 25@40c. Weighty steers generally showed the most upturn.

Several weighty loads turned at \$9.50 @10.00 and the week's top of \$11.00 was paid for prime heavies. Best long yearlings turned at \$10.50.

Compared with week ago butcher cows and heifers are strong to 25c higher; bulls steady and veal fully 25c higher.

HOGS—Advancing prices early in the

LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, January 15, 1925, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

	CHICAGO.	KANSAS CITY.	OMAHA.	E. ST. LOUIS.	ST. PAUL.
Hogs (Soft or oily hogs and roasting pigs excluded):					
TOP	\$10.00	\$10.50	\$10.40	\$10.90	\$10.35
BULK OF SALES	10.00@10.85	9.85@10.40	9.50@10.25	10.00@10.75	9.25@10.35
Hvy. wt. (250-350 lbs.), med.-ch.	10.35@10.90	10.20@10.50	10.00@10.40	10.50@10.75	10.00@10.35
Med. wt. (200-250 lbs.), med.-ch.	9.65@10.80	10.10@10.45	9.80@10.35	10.35@10.75	9.75@10.35
Lt. wt. (160-200 lbs.), com.-ch.	9.00@10.35	9.25@10.25	9.25@10.00	9.40@10.50	9.00@10.00
Lt. lt. (130-160 lbs.), com.-ch.	7.35@9.90	7.75@10.00	7.25@9.85	8.00@9.90	8.00@9.25
Packing hogs, smooth.	10.00@10.35	10.00@10.25	9.60@9.90	9.75@9.90	9.50@9.75
Packing hogs, rough.	9.65@10.00	9.75@10.00	9.40@9.60	9.50@9.75	9.25@9.50
Slighter pigs (130 lb. down), med.-ch.	6.50@8.50	6.75@8.65	6.25@8.75	6.50@8.75	7.00@8.00
Av. cost and wt. Wed. (pigs excluded)	10.68-227 lb.	10.39-231 lb.	10.25-219 lb.	10.68-214 lb.	.....
Slaughter Cattle and Calves:					
STEERS (1,100 LBS. UP):					
Choice and prime	10.35@13.75	10.00@13.25	10.15@13.35	10.40@13.75	.....
Good	9.50@13.00	9.10@11.00	9.15@11.85	9.50@12.00	8.50@10.50
Medium	7.85@10.85	7.00@10.00	7.00@10.00	7.00@8.50	6.00@9.25
Common	5.75@7.85	4.75@7.00	4.75@7.00	5.00@7.00	4.50@6.25
STEERS (1,100 LBS. DOWN):					
Choice and prime	13.00@13.75	11.00@13.50	12.00@13.50	12.25@13.75	.....
Good	10.85@13.00	10.35@11.00	10.25@12.00	10.50@12.25	9.50@11.50
Medium	7.85@10.85	6.85@10.35	6.85@10.25	7.00@10.50	6.00@9.75
Common	5.75@7.85	4.75@6.85	4.85@6.85	4.75@7.00	4.00@6.00
Canner and cutter	4.00@5.75	3.35@4.75	3.35@4.65	3.00@4.75	2.50@4.00
LT. YRLG. STEERS AND HEIFERS:					
Good to prime (800 lbs. down)	10.00@13.00	9.25@12.25	9.35@12.45	9.25@12.00	8.50@11.25
HEIFERS:					
Good-choice (850 lbs. up)	7.25@11.00	6.65@10.25	6.85@10.85	6.25@9.00	5.75@9.25
Common-med. (all weights)	4.50@7.25	3.50@6.65	3.75@6.85	3.50@6.25	3.00@5.75
COWS:					
Good and choice	5.25@7.50	4.85@8.75	4.85@7.10	5.25@6.75	4.50@6.00
Common and medium	3.50@5.25	3.60@4.85	3.60@4.85	4.00@5.25	3.25@4.50
Canner and cutter	2.40@3.50	2.00@3.60	2.25@3.60	1.90@4.00	2.25@3.25
BULLS:					
Good-ch. (beef yrlegs. excluded)	4.60@5.50	4.50@5.25	4.65@5.50	5.00@6.00	4.50@6.25
Can.-med. (canner and bologna)	3.25@4.75	2.50@4.50	2.75@4.05	2.50@5.00	3.00@4.50
CALVES:					
Med.-ch. (190 lbs. down)	9.25@13.00	7.50@10.50	7.50@10.25	7.00@13.00	5.00@9.50
Cull-com. (190 lbs. down)	6.00@9.25	3.75@7.50	4.00@7.50	4.00@7.00	3.00@5.00
Med.-ch. (190-260 lbs.)	5.50@12.50	5.50@10.25	5.25@9.75	5.50@12.50	4.00@8.25
Med.-ch. (260 lbs. up)	4.75@8.25	3.75@7.25	3.75@7.50	4.00@7.50	3.50@6.00
Cull-com. (190 lbs. up)	3.75@7.50	2.50@4.50	2.50@4.75	3.00@4.00	2.00@4.00
Slaughter Sheep and Lambs:					
(Quotations on full woolled basis.)					
Lambs, med.-pr. (84 lbs. down)	15.75@18.75	15.50@18.00	15.75@18.25	15.75@18.75	15.00@18.00
Lambs, cull-com. (all weights)	13.25@15.75	13.00@15.50	13.25@15.75	13.00@15.75	11.75@15.00
Yearling wethers, med.-prime	13.50@17.00	12.50@15.25	12.50@15.50	12.00@15.75	12.00@15.75
Wethers, med.-pr. (2 yrs. old and over)	8.50@12.25	8.25@11.05	8.25@11.50	8.25@11.75	7.25@11.00
Ewes, common to choice	7.00@11.00	6.75@10.65	7.00@10.75	6.00@10.25	5.25@10.00
Ewes, canner and cull	3.50@7.00	3.00@6.75	3.25@7.00	3.00@6.00	2.00@5.25

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week under a broad demand from all sources established high levels for the season. Tuesday's top reached \$10.80.

Burdensome liquidations later resulted in sharp declines and for the period current values are steady to 25c lower than last Thursday. Today's bulk of sales range from \$9.25@10.25, top \$10.40.

SHEEP—Under moderate receipts killing classes developed strength early in the week and values reached new high altitudes for the winter season. But today, under increased supplies and bearish advices, lamb values developed weakness and early advances were lost. At the high time this week fed western lambs reached \$18.50, while today, bulk ranged from \$18.00@18.25; fed clipped lambs \$15.00@15.25, fall shorn lambs upward to \$16.25.

Sheep prices are 50c higher for the period, bulk handyweight and light fat ewes \$10.00@10.50; top, \$10.75.

KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Mo., Jan. 15, 1925.

CATTLE—The general tendency of the beef steer market for the week has been toward higher levels. Bulk of the fed steers and yearlings are selling around 25c higher for the period under review with spots up more on the better grades. Long yearlings made the week's top at \$11.50 and mixed steers and heifers reached \$11.00.

Choice heavy steers sold higher this week than for sometime past when 1,400 lb. averages scored \$11.25. Bulk of the fed steers was of quality and finish to sell from \$7.50@10.00.

Beef cows and heifers are closing 10@15c over a week ago, canners and cutters steady.

Bull prices are unchanged while killing calves advanced 50c in most cases with best veals at \$10.00@11.00.

HOGS—Much unevenness featured the hog market for the week and sharp price fluctuations have been the result. The high point was reached Wednesday when best weighty butchers sold to shippers at \$10.90 while today's top was \$10.50 or around 30@40c under the week's best prices.

As compared with a week ago the market is around 10@15c higher, with some sales of light lights and pigs showing more advance. Bulk 130@150-lb. weights sold from \$8.50@9.50.

Packing sows met a good demand at 25@35c higher values with \$10.00@10.10 taking the bulk on late days.

SHEEP—Trade in fat lambs has been very erratic during the week and closing levels are around 25c lower than last Thursday. Although the week's top of \$18.30 is only 5c under the previous week's top, the bulk of offerings had to sell from \$17.50@18.00. A stronger undertone prevailed in the aged classes and prices are generally 25@40c higher than a week ago.

Best fat ewes cashed at \$10.60 with bulk of the arrivals going from \$10.00@10.40.

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Louisville, Ky.
References: Dun & Bradstreets

ST. PAUL.

(Reported by U. S. Bureau of Agricultural Economics and Minnesota Dept. of Agriculture.)

So. St. Paul, Minn., Jan. 14, 1925.

CATTLE—Rather marked curtailment in the receipts of cattle here and at outside markets this week has resulted in a strong to 25c higher market for all killing classes. Very few long fed cattle have been offered, the best of the weeks beeves arriving today, and consisting of 23 head of 1266-lb. steers which grade good and sold at \$9.00, other better grade offerings netting the \$7.75@8.50 terms in load lots with bulk of all steer and yearling clearance in the \$5.50@7.25 spread.

The supply of fat she stock has carried a better representation of fed offerings than in recent weeks, weighty heifers selling upwards to \$7.00 in load lots with cowstuff as high as \$5.50, bulk of the in-between grades clearing at \$3.50@5.50.

Canners and cutters are on a \$2.50@3.00 basis with sausage bulls from \$3.75@4.50, weighty fleshy offerings up to \$4.75 and above.

HOGS—Sharply declining receipts of hogs this week boosted values fully 50@75c or more compared with last Wednesday. Bulk of the better 200@275 lb. butchers cashed today at \$10.60, the highest price paid on this market since late in October. Most of the better 150@190 lb. weights as well as bulk of the packing sows were weighed at \$9.75 within an extreme range of \$9.50@10.00.

Occasional lots of light lights were sorted out around \$9.00 or below, with strong-weight slaughter pigs mostly at \$8.00.

SHEEP—Fat lamb prices have also been pushed up quite sharply during the past week with advances figuring \$1.00@1.25. Bulk of the fat native lambs cashed at \$17.75 today with fed westerns up to \$18.00.

Sheep prices were advanced a full 50c, best light ewes stopping at \$10.00 with bulk of all weights at \$8.50@9.75.

J. W. Murphy Co. Order Buyers Hogs Only

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Reference any Omaha Bank

Union Stock Yards,
Omaha, Nebr.

ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)
E. St. Louis, Ill., Jan. 15, 1925.

CATTLE—The dominant feature of this week's cattle trade was the generous number of short fed beef steers. Compared with a week ago beef steers and medium heifers steady; fat light yearlings and heifers strong; beef cows, cutters, bologna bulls and stock steers 25c higher; canners 15@25c lower; light vealers \$2.25@2.50 higher.

Tops for week: matured steers and mixed yearlings, \$10.25; long yearlings, \$9.50. Bulks for week: Steers, \$6.60@9.00; fat light yearlings, \$9.25@9.50; medium heifers, \$6.00@8.00; cows, \$4.00@5.25; canners, \$2.00@2.25; bulls, \$4.00@4.75.

HOGS—The current week witnessed a big decrease in receipts at big markets as a whole which had a bullish effect on local prices. Light stuff in particular has responded vigorously and loads scaling below 150@160 lbs. are right at \$1.00 higher than a week ago, weightier descriptions 15@25c higher.

Mid week recorded highest price levels since October with \$11.25 top; best heavies today \$10.90, early and \$10.75 late; bulk good butcher hogs today, \$10.40@10.75; 150@170 lb. averages, \$9.50@10.25; 130@140 lbs., \$9.00@9.50; pigs, \$7.50@9.00; packers, \$9.75.

SHEEP—Highest prices of the season prevailed the current week. Top lambs reaching \$18.50 and killing ewes \$10.00; fat lambs are strong to 25c higher than a week ago; cull lambs and aged sheep 50c higher.

Bulk of fat lambs brought \$17.75@18.25; culls, \$13.00; fat ewes \$9.50@9.75.

SIoux CITY.

(Special Letter to the National Provisioner.)

Sioux City, Ia., Jan. 14, 1925.

CATTLE—End of the half week finds the cattle market in very fair condition

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Sioux City
Kennett Murray & Company
Omaha

considering quality of bulk of stock now being sent to market. The half week total of cattle arrived at this market is 11,300 and, while 4,000 less than arrived for the same time of last week, is still fairly large for this market at this season of year. However, there is a show of moderating down in receipts around the market circuit, the number of cattle is not piling up tonnage of beef and any little falling off in supply seems to start the market into stronger tone.

Prices for the half week are generally 15¢ higher than at the close of last week. Near choice short feds are quotable at \$10.00@10.50; bulk, \$8.00@9.25; warmed ups, \$7.50 down to \$6.00.

Bulk of butcher cows and heifers, \$4.50 @6.00; a few better kinds of heifers up to \$7.50 or higher; canners down to \$2.50, veals, \$10.00 for tops, bulk of bulls, \$4.00 @4.75.

HOGS—Hogs are pouring into this market in large volume but prices for the better qualities that can be used in the eastern shipper trade are holding well. With above 28,000 here for today and 62,000 for the half week the shipper trade held steady with top selling at \$10.85 and bulk of the butcher grades at \$10.25@10.75.

Packers were holding back, and had not bought much up to noon today; light and light mixed, \$9.75@10.25; underweight light, \$9.00@9.50.

Pigs, \$5.00@6.50; bulk around \$6.00@6.25.

SHEEP—Lambs have reacted and sold at \$18.77, the highest price since war time. Choice fat ewes up to \$10.25. Big strings of lambs at \$18.25@18.50.

ST. JOSEPH

(Special Report to The National Provisioner.)

So. St. Joseph, Mo., Jan. 13, 1925.

CATTLE—Cattle receipts for two days this week around 5,700 head against 7,227 same days last week. There was only a fair showing of steers and yearlings and quality about the same as last week. Monday's market was steady to 25¢ lower, while Tuesday's trade was strong to 25¢ higher, which puts values about steady with last week's close.

Best steers on the yearling order sold at \$10.50 and medium weights sold up to \$10.00. Bulk of all sales ranged \$7.50@9.35. Mixed yearlings sold mostly \$7.25@8.00.

Cows and heifers steady to 25¢ lower, good cows and medium heifers showing the loss. Odd head of choice cows ranged up to \$6.75 with bulk of fair to good grades \$3.50@5.25, and canners and cutters \$2.25@3.25. Heifers in load lots ranged \$6.00@8.00, and odd head sold higher. Common kinds sold down to \$3.50.

Bulls held about steady, with most sales \$3.25@4.75, and a few head of choice butchers up to \$5.00@5.75.

HOGS—Hog receipts for two days around 13,000 compared with 24,349 same days a week ago. Supplies were light at all points and the market is 35¢@40¢ higher than last week's close. Receipts Tuesday were 6,500 and the market 10¢@50¢ higher.

The top was \$10.85 and bulk of sales \$10.25@10.85. Packing sows sold mostly \$10.00@10.25.

SHEEP—Sheep receipts Monday were around 9,500 and lamb prices broke 25¢@40¢, the top dropping to \$17.50, but with a light run Tuesday values were 25¢@40¢ higher, the top advancing to \$17.85, or steady with last week's close. Other sales ranged down to \$17.00.

Aged sheep held steady, good ewes selling \$9.75@10.25. Wethers sold up to \$11.00, and yearlings \$15.00.

PACKERS' PURCHASES

Purchases of livestock by packers at principal centers for the week ending Saturday, Jan. 10, are reported to The National Provisioner as follows:

CHICAGO.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	8,000	24,400	12,490	
Swift & Co.	8,905	30,000	11,758	
Morris & Co.	7,322	26,400	7,823	
Wilson & Co.	6,875	27,400	5,456	
Anglo-American Prov. Co.	1,205	15,400		
G. H. Hammond Co.	4,907	17,100		
Libby, McNeill & Libby.	2,243			
Brennan Packing Co.	9,400	hogs; Miller & Hart,		
10,400 hogs; Independent Packing Co.,	8,500	hogs;		
Boyd, Lunham & Co., 14,800 hogs; Western Packing				
& Provision Co., 18,300 hogs; Roberts & Oake, 12,000				
hogs; others, 54,100 hogs.				

KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	6,235	906	11,808	2,659
Cudahy Pkg. Co.	4,317	1,307	8,084	4,763
Fowler Pkg. Co.	587	18		
Morris & Co.	3,892	1,003	6,728	3,457
Swift & Co.	5,863	1,559	13,011	5,478
Wilson & Co.	4,617	564	9,211	4,168
Local butchers	830	143	938	45
Total	23,941	5,560	49,528	20,570

OMAHA.

	Cattle and	Calves.	Hogs.	Sheep.
Armour & Co.	4,428	23,160	10,104	
Cudahy Pkg. Co.	6,886	24,082	12,381	
Dold Pkg. Co.	2,207	10,650		
Morris & Co.	3,407	12,920	5,221	
Swift & Co.	6,003	19,337	12,047	
M. Glassburg				
Hoffman Pkg. Co.	70			
Mayerowich & Vail	65			
Mid-West Pkg. Co.	87			
Omaha Pkg. Co.	82			
John Roth & Son	90			
S. Omaha Pkg. Co.	124			
Lincoln Pkg. Co.	448			
Nagle Pkg. Co.	243			
Sinclair Pkg. Co.	94			
Wilson Pkg. Co.	40			
Kennett-Murray & Co.	2,924			
J. W. Murphy				
Other hog buyers, Omaha			14,017	
Total	24,852	115,944	39,753	

ST. LOUIS.

	Cattle and	Calves.	Hogs.	Sheep.
Armour & Co.	3,136	7,940	1,501	
Swift & Co.	3,107	12,054	2,147	
Morris & Co.	1,417	7,864	1,210	
St. Louis Dressed Beef Co.	1,098			
Independent Pkg. Co.	517	800		
East Side Pkg. Co.	1,383	7,750		
Hell Pkg. Co.	22	5,777	969	
American Pkg. Co.	79	837	38	
Krey Pkg. Co.	146	2,461		
Sartorius Pkg. Co.	9	708		
Sieloff Pkg. Co.	189	850	215	
Butchers	10,846	48,358	1,071	
Total	21,959	93,155	6,984	

ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	3,370	873	24,601	11,675
Armour & Co.	2,072	544	7,786	3,815
Morris & Co.	2,414	698	10,811	2,879
Others	2,990	74	13,141	1,670
Total	11,446	2,189	56,339	20,039

SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	4,959	390	27,200	3,535
Armour & Co.	4,639	319	23,434	2,593
Swift & Co.	2,258	153	15,165	2,411
Sacks Pkg. Co.	131	33	181	
Smith Bros. Pkg. Co.	63	18	3	
Local butchers	123	33	38	
Order buyers and packer				
shipments	1,783	3	48,013	2,160
Total	13,956	949	113,984	10,699

OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,956	901	4,105	
Wilson & Co.	2,037	965	4,171	
Butchers	136	6	646	
Total	4,129	1,872	8,922	

INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern buyers	2,280	3,891	39,211	1,114
Kingman & Co.	2,318	548	30,011	857
Moore & Co.			4,290	
Indianapolis Abat. Co.	1,087	82	1,515	48
Armour & Co.	221	38	3,856	34
Hilgemeyer Bros.			1,012	
Brown Bros.	212	17		
Bell Pkg. Co.	82		1,077	
Schneider Pkg. Co.	37		889	
Meier Pkg. Co.	96		253	
Indianapolis Prov. Co.			581	
Riverview Pkg. Co.	5		262	
A. Wabrits	11	55	4	13
Hoosier Abt. Co.	71			16
Miscellaneous	395	128	216	
Total	6,816	4,759	82,896	1,582

CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
E. Kahn's & Sons Co.	961	53	5,048	103
Kroger Groc. & Bak. Co.	242	76	2,726	
C. A. Freund	80	32	241	
Gus Juengling	184	127		30
J. & F. Schroth Pkg. Co.	16		3,362	
H. H. Meyer Pkg. Co.	28		2,797	
John Hilberg & Sons	219	7		12
Wm. G. Rehn's Sons	148	68		
Peoples Pkg. Co.	133	46		
Jacob Bauer & Sons	79	29		
A. Sander Pkg. Co.			1,825	
Jacob Vogel & Son			897	
J. Hoffman's Sons Co.			536	
Lohrey Pkg. Co.			318	
Ideal Pkg. Co.			898	
Sam Gall				215
Jacob Schlacter's Sons				66
F. Blackburn				25
J. Stegner				5
G. Ehrhart & Sons				23
Total	1,789	453	18,618	479

MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,616	10,076	11,928	275
United Dressed Beef Co.	66			
Layton Co.			1,033	
R. Gums	52		287	38
F. C. Gross	92	52	44	30
Swift, Harrisburg, Pa.	21			
Local butchers	248	307	280	100
Local traders	287	88	7	
Total	2,362	10,522	13,579	443

WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,625	697	2,809	406
Dold Pkg. Co.	542	46	2,719	
Others	1,051			
Wichita D. B. Co.	33			
McArthur Pkg. Co.	141			
Keefe-Le Steargeon	40			
Total	3,432	743	5,528	406

ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	3,812	6,041	45,917	2,584
Hertz & Rifkin	282	123		
Katz Pkg. Co.	1,107	153		
Swift & Co.	5,933	9,534	68,770	3,783
Others	480		41,166	936
Total	11,614	15,851	135,853	7,303

RECAPITULATION.

Recapitulation of packers' purchases by market for the week ending Jan. 10, 1925, with comparisons:

CATTLE.

	Week ending	Prev. week.	Cor. week.
	Jan. 10, 1925.	Jan. 3, 1924.	1924.
Chicago	39,637	34,746	35,800
Kansas City	23,941	23,697	21,955
Omaha	24,852	19,515	21,452
St. Louis	21,959	18,403	20,375
St. Joseph	11,446	9,352	11,615
Sioux City	13,956	10,700	7,083
Oklahoma City	4,129	3,083	3,008
Indianapolis	6,816	5,496	6,948
Cincinnati	1,789	1,642	2,783
Milwaukee	2,362	1,782	1,782
Wichita	3,432	1,506	1,621
Denver		2,377	1,629
St. Paul	11,614	6,640	9,202

HOGS.

	Week ending	Prev. week.	Cor. week.
	Jan. 10, 1925.	Jan. 3, 1924.	1924.
Chicago	267,200	217,400	207,962
Kansas City	49,528	41,902	46,693
Omaha	115,944	96,131	84,438
St. Louis	93,155	86,287	94,493
St. Joseph	50,339	30,574	46,424
Sioux City	113,984	100,964	79,862
Oklahoma City	8,922	6,424	9,143
Indianapolis	82,896	76,535	75,506
Cincinnati	18,618	19,165	18,776
Milwaukee	13,579		10,916
Wichita	5,528	9,319	17,470
Denver		9,019	8,212
St. Paul	155,853	100,142	132,452

SHEEP.

	Week ending	Prev. week.	Cor. week.
	Jan. 10, 1925.	Jan. 3, 1924.	1924.
Chicago	37,527	56,763	65,448
Kansas City	20,570	20,179	16,740
Omaha	39,753	26,131	42,659
St. Louis	6,984	6,416	7,693
St. Joseph	20,039	16,315	18,687
Sioux City	10,699	10,032	9,561
Oklahoma City		73	31
Indianapolis	1,582	1,810	1,954
Cincinnati	479	717	745
Milwaukee	443		270
Wichita	406		401
Denver		2,245	1,489
St. Paul	7,303	7,609	4,051

NEW YORK LIVESTOCK.

Receipts for week ending Saturday, January 10, 1925, are as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City	5,545	12,284	20,122	14,973
New York	1,848	2,136	25,766	8,055
Central Union	3,586	1,988	204	20,140
Total	10,959	16,408	46,092	38,168
Previous week	10,097	15,192	37,538	45,467
Two weeks ago	12,511	16,491	41,951	30,056

Heinemann Is Back in Packing Field

C. B. Heinemann, former vice-president of the Institute of American Meat Packers, who resigned in 1923 to help in the organization and development of the Atlanta Union Stock Yards, at Atlanta, Ga., has completed his work there and is now associated with the Kennett-Murray organization in the livestock buying field. He is to be official "trouble shooter" of that organization, which has established a service department with Mr. Heinemann in charge.

Mr. Heinemann's past experience in traffic, live stock, packing and stockyards work qualifies him to bring to his new associates a wealth of training that should prove of great value to packer patrons of the firm. His intimate knowledge of every phase of the handling of livestock will enable him to take charge of any complaint, and to trace it down with a view to applying the necessary remedy.

The Kennett-Murray organization now operates order-buying houses on eleven primary markets.

The volume of business handled has shown remarkable growth since the first branch was established in Louisville. From the successful handling of business at the Southern markets, they expanded in the Central and Western territories. Their Chicago office—the latest addition

to the group—opened on December 1, 1924.

The late P. C. Kennett, father of W. L. Kennett, at present associated with F. L. Murray in the management of the organization, was the founder of the business. Since the association of these two men, new branches have been opened as rapidly as managers could be developed. While the concern thus far has largely concentrated on the handling of hogs, cattle departments are now in operation at several points, with others shortly to be established. Calves and sheep also are being handled in increasing numbers.

Work in the South.

Messrs. Kennett and Murray, upon learning that Mr. Heinemann was leaving the Institute a year ago, endeavored to interest him at that time, but Messrs. W. H. White and Asa G. Candler had already engaged his services for the Atlanta work.

Under Mr. Heinemann's management the Atlanta Union Stockyards was organized, the property practically rebuilt and everything put in splendid physical condition. New firms were brought into the yards and the horse and mule business restored to that market, which it had deserted in 1920.

The two huge auction barns operating

in the yards have broken all records in the handling of horses and mules, placing Atlanta in the lead over all other American markets since the season opened September 1, 1924.

Although live stock production throughout the South shows a decrease in almost every state, the new market more than held its own, and finished its first year with an increase in every department. The stockholders expressed satisfaction with the showing and endeavored to retain Mr. Heinemann in charge.

HOW PRIZE STEER DRESSED.

Early in January, Parker, Webb & Company, Detroit, Mich., slaughtered the grand champion steer of the International Live Stock Exposition, almost a month after his sale. The steer was purchased by the new Book-Cadillac Hotel, Detroit, at \$1.40 per pound, and was held on exhibition at the hotel. So successfully was he cared for that he lost only 4 pounds in weight, although he had been brought to maximum finish four weeks earlier.

At the time of slaughter the steer weighed 956 pounds. The hot dressed weight is reported by Parker, Webb & Co., as 648 pounds, and the cold dressed weight 629 pounds, making a dressing percentage of 65.52.

What are proper hog cooling temperatures? Ask THE BLUE BOOK, the "Packer's Encyclopedia."



KEY MEN IN THE KENNETT-MURRAY LIVE STOCK BUYING ORGANIZATION.

Top row, from left to right: C. J. Renard, manager; Chicago; Joseph A. Wehinger, manager, Cincinnati; C. B. Heinemann, manager service department; R. B. Stewart, manager, Detroit; H. L. Sparks, manager, East St. Louis, Ill.
Middle row, left to right: D. B. Darnell, manager, Indianapolis; W. L. Kennett and F. L. Murray, heads of the organization; D. L. Heath, manager, Lafayette, Ind.
Lower row, left to right: E. N. Oyler, Jr., manager, Louisville, Ky.; R. V. Stone, manager, Montgomery Ala.; G. W. Hicks, manager, Nashville, Tenn.; R. J. Colina, manager, Omaha, Neb.; J. T. Brown, Jr., manager, Sioux City, Iowa.

ICE AND REFRIGERATION

ICE NOTES.

The Puritan Ice Company, Santa Barbara, Calif., is having plans drawn for a 5,000 ton ice storage building to cost around \$75,000.

Union Ice Company plans to build a new cold storage plant in Oakdale, Calif., at a cost of \$7,000.

The first unit of the new ice plant of the Alhambra Ice Company is now under construction at the corner of Palm avenue and Lemon street, Alhambra, Calif.

The new plant of the Meat Cold Storage and Curing Company in North Troy, Ala., has been completed and is now in operation.

The Crowell Ice Company has been incorporated in Crowell, Tex., with a capital

stock of \$25,000 by O. H. Hamor, R. W. Porter and C. H. Barry.

Concordia Ice Company has been incorporated in Ferriday, La., with a capital stock of \$25,000 with Paul Fudicker president and S. H. Henderson, secretary-treasurer.

Southern Ice and Utilities Company of Texas has bought the plant of the Gurdon Ice Co., Gurdon, Ark., and will operate it.

The Florida Public Service Company plans to increase the capacity of its plant in Lake Wales, Fla., from 8 tons to 40 tons.

The Thompson Ice Company plans to erect a new addition to its plant in Key West, Fla., at an estimated cost of \$75,000.

into cars. It is quite common to find these loading gangs in a rush, and they in turn are likely to rush the scalers.

When the Scaler is Rushed.

If the scaler happens to be one of the deliberate, accurate type (ideal for some locations) he may become confused or careless, with the inevitable result. He certainly will not remain popular with the foreman if he holds up a loading gang, and this knowledge will also affect the accuracy of his records.

What has been said is only an outline of the possible combinations which may affect scaling operations. It may help to focus attention on the scaler and his strategic position in guarding the profits, and to prove the assertion that scalers should be carefully selected, trained, protected and observed.

Working Conditions Important.

Conditions under which scalers work are also important.

Scales are necessarily located at the most convenient points for loading or transfer between departments. They are, therefore, to be found in a great variety of places, such as loading docks, packing rooms, cutting rooms, etc., and the scalers must take up these locations also.

Some of the locations are cold and wet the year round, some hot, cold or wet—according to the weather—and practically all scalers are exposed to the noise and confusion surrounding them, and subject to continual interruptions and distractions.

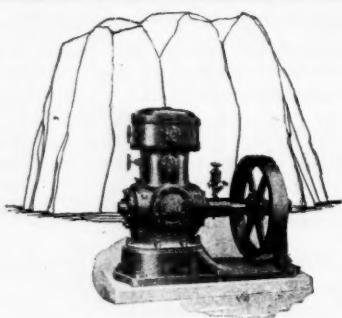
The conditions under which many scalers work are not always likely to attract the particular class of employee which would be most suitable for the work.

It is not difficult, however, to make the conditions reasonably comfortable and satisfactory.

Protect Them from Weather.

Scalers, especially those working on receiving or outbound scales, might be provided with good tight enclosures made weatherproof and comfortably heated when necessary. The enclosures should be for the scaler's exclusive use, and no one should be permitted to enter them during working hours.

When scales are located inside of buildings, where temperature conditions are comfortable, enclosures should be



An Iceberg

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ICE MACHINERY SUPERIOR SINCE 1882

Distributors in 40 Cities

SCALES IN PACKING PLANT.

(Continued from page 22.)

underweights if they are within any possible range. As the work is generally organized, it is much easier and pleasanter to pass them than it is to stop the load, find the error, make reports, etc.

Hard to Prove Errors.

It must also be borne in mind that complaints, if any, do not come to attention until at least several days after the shipment has been weighed. If the complaint is well founded and the scaler has really made an error, it is still impossible to prove.

The scaler cannot carry any particular transaction in his mind over a period of days, especially when this transaction is one of a large number which pass his scale every hour.

It is only natural, when a complaint is referred to him, to claim that his weight was correct. He knows that it is impossible to go back of his figures in an investigation, in the great majority of cases.

He is not dishonest in taking this stand. In fact, he may be correct and the complainant may be wrong. A scaler might easily do his employer and himself an injustice by admitting an error. On the other hand, he may do an equal injustice by taking an opposite stand.

It will be seen that either position he may take is merely arbitrary, as neither he nor his employer has any way to check the transaction in question, except by record made by him at the time of weighing the load.

Another condition which is apt to affect a scaler's accuracy is often found in locations where goods are being weighed

STEVENSON'S 1922 "Man Size" Door Closer

stops the loss—the outflow of dry cold air, the ruinous inflow of warm moist air—at unclosed doorways.

Size No. 1 (29½ in.) \$9.50 No. 2 (23½ in.) \$8.50
Prices F. O. B. Chester

State size of doors. Whether right or left hand. Whether door and frame are flush.

There's only one way to greater economy—shall we tell you about it?

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1511 West Fourth St.

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Out shows right hand door closer, No. 1 size, 29½ in. long. Its spring—No. 1 gauge wire 9/32 galvd.—would very open so ice and rust cannot clog it. Made in two sizes, and for both right and left hand doors.

provided which will, as far as possible, isolate the scalers from surrounding activity.

No person whose work is exclusively mental can properly concentrate when he is continually interrupted and shouted at, or is in direct line of conversations carried on by others.

Scalers in their peculiar locations are subject to many outside influences, and these influences should be reduced to the lowest possible point, even though considerable expense is involved. The expense should be considered in direct relation to profits or to the importance of the work, rather than to the mere utility of the inclosure itself.

Scale House Not a Club House.

Scalers' inclosures are extensively used as warming places or meeting places for employees who are not actually connected with the work of scaling. This use of the inclosure should be discouraged, and the rule of privacy should extend to foremen and all others, without exception.

As already suggested, scalers should be employed as direct representatives of the office, and they should maintain that relation between themselves and the local workers.

In general, the work of scaling should be made as comfortable and profitable as possible for the scaler, in order that he may produce the very best results. The responsibility of his position demands that he be of high grade, and in order to attract and hold people of this grade, surroundings must be made as satisfactory as possible.

Bonding of scalers is only useful in cases of discovered dishonesty, and does not necessarily promote or insure accuracy. Dishonest scalers form an extremely small percentage of the whole, and their operations nearly always can be checked and corrected, so that this item seldom is troublesome. Even such cases would be much reduced if scalers were selected and directed as outlined here.

Real Loss Is from Small Errors.

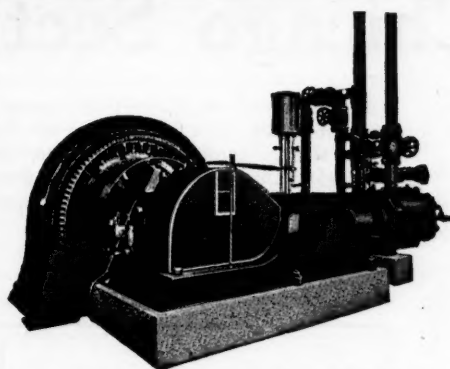
The really serious consequences result from the small, undiscoverable errors, repeated thousands of times each day in many widely-separated locations throughout the plant. These form a continual, unseen drain.

Errors, resulting from carelessness, ignorance, incompetency and many other causes are almost impossible to discover or check. We therefore, must depend entirely upon the individual scaler for the accurate results required.

Looking at it from this standpoint, it is easy to see why nothing should be overlooked which will help to improve the standards in this work.

It is not assumed that scalers are all incompetent or that their surroundings are all unsatisfactory. But it is very necessary to know positively that each individual weighing unit is in balance with the rest, and that each individual scaler is up to a definite high standard.

(In the next installment of this article Mr. Hedden will talk about "SCALES, THEIR CONDITION AND USE.")



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YORK Self-Contained Refrigerating Machines

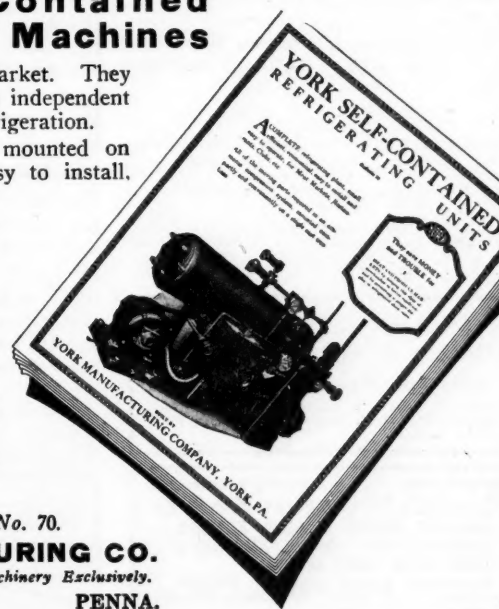
are ideal for the Meat Market. They save money and furnish an independent source of satisfactory Refrigeration.

The complete machine is mounted on a rigid cast-iron base—easy to install, easy to operate, efficient, economical, and can be driven by any available power.

You may have always thought your Market was not large enough to justify the installation of Mechanical Refrigeration, but this is just the little machine you have been looking for. It is worth your investigation.

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Ice Making and Refrigerating Machinery Exclusively.
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Made of specially selected, clean, dry cork granules. No foreign binder used. Every sheet thoroughly baked—no green centers. Edges and corners are square and sharp.

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Chicago Section

Mason Harker, Cincinnati, Ohio, well-known tallow and grease authority, was in Chicago this week.

Morton Mannheimer, president of the Evansville Packing Co., Evansville, Ind., was in the city this week.

George M. Foster, secretary of John Morrell & Co., Ottumwa, Ia., was a Chicago visitor early this week.

George L. Franklin, president and general manager of the Dunlevy-Franklin Co., packers, Pittsburgh, Pa., was in Chicago this week.

Packers' purchases of livestock in Chicago for the first four days of this week totaled 43,262 cattle, 13,229 calves, 145,714 hogs and 38,117 sheep.

E. C. Merritt, of Indianapolis, Ind., who is vice-president of the Institute of American Meat Packers, has recovered sufficiently from his recent serious illness so that he spent a day in Chicago late last week.

Provision shipments from Chicago for the week ending January 10, 1925, with comparisons, are reported as follows:

	Last week.	Prev. week.	Cor.
Cured meats, lbs.	13,725,000	11,744,000	15,487,000
Fresh meats, lbs.	48,106,000	37,125,000	21,667,000
Lard, lbs.	9,965,000	9,389,000	9,578,000

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PACKERS ARCHITECTURAL & ENGINEERING CO.
WILLIAM H. KNEHANS, Chief Engineer
ABATTOIR PACKING AND COLD STORAGE PLANTS
Manhattan Building, Chicago, Ill. Cable Address, Pacarcô

Prices realized on Swift & Company's sales of carcass beef in Chicago, for the week ending Saturday, January 10, on shipments sold out, ranged from 6.00 cents to 22.00 cents per pound and averaged 11.62 cents per pound.

William White, well-known provision expert, who retired from the brokerage

Sentence Sermons

Written for THE NATIONAL PROVISIONER
by Roy L. Smith.

A PROFIT WITHOUT HONOR—

- Never builds up a permanent business.
- Costs the promoter more than it does the victim.
- Increases one's bank account but never one's self-respect.
- Frequently opens a short cut to the courts.
- Can make a man rich without making him respectable.
- Is often hard to explain to one's conscience.
- Never increases one's popularity with honest men.

field three years ago because of ill-health, has resumed activity by opening offices in the Postal Telegraph Building, Chicago. He will do a brokerage business in provisions and packinghouse supplies. Mr. White is a veteran of the provision field and his friends will welcome him back to trade activities.

T. J. Dee, formerly assistant to H. H. Kamsler in the oleomargarine department of Armour & Company, and later at the

Kansas City plant, has been made general manager of the company's packing plant and business at Indianapolis. This is one of the important operating and sales points for the company, which accounts for the selection of a live wire like "Tommy" Dee for the job.

WILSON PROFITS IN 1924.

Another evidence of the greatly improved conditions in the packing industry in 1924 is the fact that Wilson & Co. is reported to have made profits sufficient to cover all interest and depreciation charges, and still leave a sizeable surplus.

The year's net earnings are said to exceed those of 1923, which were sufficient to pay interest charges and preferred dividends, and to reduce the funded debt as well.

DISCUSS CANADA BACON TRADE.

Many interesting sidelights were thrown on the problems confronting the Canadian bacon trade in a discussion of the twelfth annual convention of the Western Canada Live Stock Union, held recently at Montreal, Canada. This discussion followed a well-thought out address by J. S. McLean, of the Harris Abattoir, Toronto, in which he emphasized the principle which governed the export bacon trade generally.

If there is a surplus of any commodity, or, in other words, a quantity of that commodity in excess of that which could be consumed, then the price of the total crop was determined by the price available in the world's market for that surplus. That, he said, was a fact of the utmost importance to Canada, and he believed that there were few who realized clearly all the implications of that fact and its importance to the Canadian farmer.

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TOLERANCE.

"Faith, Hope and Love"—and greater than anyone of these is "Tolerance"—since it contains the essence of all three.

The tolerant man has faith in human nature, despite its faults and frailties. He hopes always that the other fellow's ideas and ideals will bring him happiness. He loves his fellow-man so well that he listens to his opinions and concedes that although they may differ from his own, there is always the chance the other chap may be right.

Tolerance is shoving out the helping hand to those who have slipped and fallen on Life's highway. It is gallantry in victory and dauntlessness in the hour of defeat. It is patience with the weak, and ability to listen without contempt to the boasting of the strong.

It is the fundamental virtue that marks a gentleman as worthy of the name. It is the personification of that elusive quality—that indispensable foundation of the white man's code—sportsmanship.

COMMERCE CHIEF RESIGNS.

Colonel Allan G. Goldsmith, chief of the European Division of the Bureau of Foreign and Domestic Commerce, U. S. Department of Commerce, has tendered his resignation, effective Jan. 1, 1925. Col. Goldsmith has been with the Department since Herbert Hoover was appointed Secretary of Commerce.

How do you load beef so that it will not become slimy or moldy in transit? Ask THE BLUE BOOK, the "Packer's Encyclopedia."

SOUTH AFRICAN BEEF EXPORT.

The government of Rhodesia, South Africa, has concluded an agreement with the Imperial Cold Storage Company, subject to ratification by the legislative assembly, for the exporting of Rhodesian cattle and beef. The principal points in the agreement are reported as follows:

(a) That the Imperial Cold Storage Co. are to form a company in Southern Rhodesia equipped with ample capital for the establishment of refrigerating works for cooling and freezing beef and other farming produce for export overseas.

(b) These works will be commenced as soon as the agreement is confirmed, but the Imperial Cold Storage Co. has undertaken pending such confirmation to proceed at once with the development of the development of the oversea export trade by purchasing cattle, and if necessary, chilling and freezing the carcasses at their refrigerator works in the Union.

(c) The company to be established will have exclusive rights for a period of ten years to export beef and other meat products, chilled or frozen, but the government has reserved the power to expropriate the undertaking of the company at any time after seven years.

(d) The government guarantees if the profits of the company are less than 10 per cent per annum to make good the shortfall up to 10 per cent; on the other hand if the profits exceed 10 per cent, the surplus will be divided equally between the government and the company, the liability of the government in any one year not to exceed £15,000.

(e) The government has the right to appoint a director on the board of the company to safeguard its interests.

(f) The government has to supply the company with suitable sites if available for the erection of their works and to provide them with sufficient areas for grazing their cattle during the currency of the agreement.

CHICAGO LIVESTOCK

RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Jan. 5.....	26,165	5,529	87,617	11,279
Tues., Jan. 6.....	15,794	3,941	79,373	8,312
Wed., Jan. 7.....	14,769	2,866	51,589	9,161
Thur., Jan. 8.....	15,884	5,396	63,385	19,013
Fri., Jan. 9.....	4,609	828	48,012	13,439
Sat., Jan. 10.....	592	158	7,924	3,870

Total last week.....	77,913	18,721	337,000	65,074
Previous week.....	87,229	16,750	296,846	105,389
Year ago.....	88,964	16,501	286,665	105,220
Two years ago.....	60,512	15,084	278,173	83,293

SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Sat., Jan. 3.....	401	106	9,177	105
Mon., Jan. 5.....	6,084	568	21,515	4,813
Tues., Jan. 6.....	4,061	661	15,149	4,561
Wed., Jan. 7.....	5,937	508	12,794	2,059
Thur., Jan. 8.....	4,480	448	20,521	7,542
Fri., Jan. 9.....	2,968	429	22,073	5,661
Sat., Jan. 10.....	509	.....	4,649	182

Total last week.....	24,589	2,614	96,701	24,814
Previous week.....	22,832	2,663	104,301	41,176
Year ago.....	23,833	2,345	85,784	36,901
Two years ago.....	21,303	1,419	85,608	27,415

Receipts at Chicago Stock Yards thus far this year to Jan. 10, with comparative totals:

	1924.	1923.
Cattle.....	123,755	113,719
Calves.....	28,673	26,564
Hogs.....	522,427	451,717
Sheep.....	117,333	104,381

Combined weekly hog receipts at eleven markets for 1925 to Jan. 10, with comparisons:

	Week. Year to date.
Week ending Jan. 10.....	1,130,000
Previous week.....	974,000
Corresponding week, 1924.....	997,000
Corresponding week, 1923.....	958,000

Combined receipts at seven points for the week ending Jan. 10, with comparisons:

	Cattle.	Hogs.	Sheep.
Week ending, Jan. 10.....	232,000	967,000	183,000
Previous week.....	185,000	809,000	216,000
1924.....	213,000	811,000	235,000
1923.....	198,000	796,000	217,000

Combined receipts at seven markets for 1925 to Jan. 10, and the corresponding period for previous years:

	Cattle.	Hogs.	Sheep.
1925.....	232,000	967,000	183,000
1924.....	213,000	811,000	235,000
1923.....	198,000	796,000	217,000

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Number received.	Average weight, lbs.	Prices—Top.	Average.
*Week ending Jan. 10.....	337,000	225	\$11.10	\$10.20
Previous week.....	296,846	225	11.15	10.45
1924.....	286,665	228	7.95	7.15
1923.....	278,153	237	8.85	8.45
1922.....	255,049	226	8.75	7.80
1921.....	250,063	228	9.85	9.25
1920.....	247,538	231	15.50	14.85
Average 1920-1924.....	263,600	230	\$10.10	\$ 9.85

* Saturday, January 10, estimated.

WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Jan. 10.....	\$ 9.20	\$10.20	\$ 8.75	\$17.80
Previous week.....	9.25	10.45	8.25	17.25
1924.....	9.50	7.15	7.25	13.25
1923.....	9.55	8.45	7.00	13.80
1922.....	7.15	7.80	6.15	12.30
1921.....	8.90	9.25	5.25	11.35
1920.....	14.00	14.85	11.25	19.20
Average 1920-1924.....	\$ 9.80	\$ 9.50	\$ 7.50	\$14.00

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Jan. 10.....	53,600	239,900	40,100
Previous week.....	44,377	192,545	64,210
1924.....	45,123	200,881	68,319
1923.....	39,209	192,550	55,878
1922.....	39,663	156,080	55,104

* Saturday, January 10, estimated.

Chicago packers' hog slaughters for the week ending, Jan. 10, 1925:

Armour & Co.....	24,400
Anglo-American.....	15,400
Swift & Co.....	30,000
Hammond Co.....	17,100
Morris & Co.....	26,400
Wilson & Co.....	27,400
Boyd-Lunham.....	14,800
Western Packing Co.....	18,300
Roberts & Onke.....	12,000
Miller & Hart.....	10,400
Independent Packing Co.....	8,500
Brennan Packing Co.....	9,400
Wm. Davis Co.....	.....
Agar Packing Co.....	3,600
Others.....	49,500

Total.....	297,200
Previous week.....	217,400
Year ago.....	222,200
Two years ago.....	188,600

(For Chicago livestock prices, see page 42.)



JIM CUFF OPENS HIS NEW PLANT AT BUFFALO

The Cuff Packing & Provision Co., Buffalo, N. Y., invited the public to a Christmas beef and pork show in connection with the opening of its handsome new plant at the East Buffalo Stock Yards. At least 5,000 people visited the plant during the day of the show, December 21, and everybody complimented Messrs. Cuff, Uebelhoer and Morgan on their new layout. Mr. Cuff may be seen in the front of the group shown here.

Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

CASH PRICES.

Based on Actual Carlot Trading, Thursday,
January 15, 1925.

Green Meats.

Regular Hams—		
8-10 lbs. avg.	@17	
10-12 lbs. avg.	@17	
12-14 lbs. avg.	@17	
14-16 lbs. avg.	@17 1/2	
16-18 lbs. avg.	@19	
18-20 lbs. avg.	@20 1/2	
Skinned Hams—		
14-16 lbs. avg.	@19 1/2	
16-18 lbs. avg.	@19 1/2	
18-20 lbs. avg.	@19 1/2	
20-22 lbs. avg.	@18 1/2	
22-24 lbs. avg.	@17 1/2	
24-26 lbs. avg.	@16 1/2	
26-30 lbs. avg.	@15 1/2	
Picnics—		
4-6 lbs. avg.	@10 1/2	
6-8 lbs. avg.	@10 1/2	
8-10 lbs. avg.	@10 1/2	
10-12 lbs. avg.	@10 1/2	
12-14 lbs. avg.	@10 1/2	
Bellies—(Square cut and seedless)		
6-8 lbs. avg.	@19 1/2	
8-10 lbs. avg.	@19 1/2	
10-12 lbs. avg.	@19 1/2	
12-14 lbs. avg.	@19 1/2	
14-16 lbs. avg.	@19	

Pickled Meats.

Regular Hams—		
8-10 lbs. avg.	@18	
10-12 lbs. avg.	@18	
12-14 lbs. avg.	@18	
14-16 lbs. avg.	@18 1/2	
16-18 lbs. avg.	@19	
18-20 lbs. avg.	@20	
Boiling Hams—(house run)		
16-18 lbs. avg.	@20 1/2	
18-20 lbs. avg.	@20 1/2	
20-22 lbs. avg.	@20 1/2	
Skinned Hams—		
14-16 lbs. avg.	@18	
16-18 lbs. avg.	@18	
18-20 lbs. avg.	@18	
20-22 lbs. avg.	@16 1/2	
22-24 lbs. avg.	@16	
24-26 lbs. avg.	@15 1/2	
26-30 lbs. avg.	@15	
Picnics—		
4-6 lbs. avg.	@11 1/2	
6-8 lbs. avg.	@11 1/2	
8-10 lbs. avg.	@11	
10-12 lbs. avg.	@11	
12-14 lbs. avg.	@11	
Bellies (square cut and seedless)—		
6-8 lbs. avg.	@18	
8-10 lbs. avg.	@18	
10-12 lbs. avg.	@17 1/2	
12-14 lbs. avg.	@17 1/2	

Dry Salt Meats.

Extra clears, 35-45.	@16	
Extra ribs, 35-45.	@15 1/2	
Regular plates, 6-8.	@12 1/2	
Clear plates, 4-7.	@12 1/2	
Jowl butts.	@11	
Fat Backs—		
8-10 lbs. avg.	@13	
10-12 lbs. avg.	@14 1/2	
12-14 lbs. avg.	@15 1/2	
14-16 lbs. avg.	@16 1/2	
16-18 lbs. avg.	@16 1/2	
18-20 lbs. avg.	@16 1/2	
20-25 lbs. avg.	@17	
Clear Bellies—shipping age.		
14-16 lbs. avg.	@17 1/2	
16-18 lbs. avg.	@17 1/2	
18-20 lbs. avg.	@17 1/2	
20-25 lbs. avg.	@17	
25-30 lbs. avg.	@16 1/2	
30-35 lbs. avg.	@16 1/2	
35-40 lbs. avg.	@16 1/2	
40-50 lbs. avg.	@16	

FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, JANUARY 10, 1925.

	Open.	High.	Low.	Close.
LARD—				
January	15.92 1/2	15.92 1/2	15.82 1/2	15.82 1/2
March	16.07 1/2	16.20	16.07 1/2	16.10
May	16.42 1/2	16.50	16.35	16.35
CLEAR BELLIES—				
January	16.75	16.80	16.75	16.80
May	17.05	17.07 1/2	17.00	17.05
SHORT RIBS—				
January	15.45	15.45	15.35	14.85
May	15.45	15.45	15.35	15.35

MONDAY, JANUARY 12, 1925.

	Open.	High.	Low.	Close.
LARD—				
January	16.00	16.17 1/2	15.95	16.17 1/2 b
March	16.35	16.40	16.35	16.40
May	16.45	16.70	16.40	16.67 1/2 -70
July	16.70-85	17.00	16.65	17.00ax
September	17.00	17.25	16.95	17.22 1/2
CLEAR BELLIES—				
January	17.00	17.05	17.00	17.05n
May	17.12 1/2	17.20	17.12 1/2	17.20
SHORT RIBS—				
January	15.50	15.70	15.50	15.70ax
May	15.50	15.70	15.50	15.70ax

TUESDAY, JANUARY 13, 1925.

	Open.	High.	Low.	Close.
LARD—				
January	16.30	16.60	16.30	16.45ax
March	16.60-62 1/2	16.87 1/2	16.60	16.75n
May	16.75-85	17.10	16.75	16.95b
July	17.10	17.35	17.10	17.22 1/2
September	17.35-32 1/2	17.65	17.32 1/2	17.45
CLEAR BELLIES—				
January	17.25	17.25	17.25	17.25
May	17.25	17.30	17.25	17.30ax
SHORT RIBS—				
January	15.60	15.77 1/2	15.60	15.30b
May	15.60	15.77 1/2	15.60	15.77 1/2

WEDNESDAY, JANUARY 14, 1925.

	Open.	High.	Low.	Close.
LARD—				
January	16.30	16.40	16.00	16.02 1/2
March	16.70	16.70	16.25	16.27 1/2
May	16.97 1/2-85	16.97 1/2	16.50	16.55
July	17.20-15	17.25	16.75	16.85ax
September	17.45	17.52 1/2	17.10	17.10ax
CLEAR BELLIES—				
January	17.00	17.00	17.20ax	17.20ax
May	17.00	17.00	17.27 1/2ax	17.27 1/2ax
July	17.00	17.00	17.00	17.00
SHORT RIBS—				
January	15.80	15.90	15.80	15.37 1/2n
May	15.80	15.90	15.80	15.85ax

THURSDAY JANUARY 15, 1925.

	Open.	High.	Low.	Close.
LARD—				
January	15.92 1/2	16.40	15.92 1/2	15.97 1/2
March	16.25	16.42 1/2	16.25	16.27 1/2ax
May	16.50-45	16.72 1/2	16.40	16.50b
July	16.80-75	17.02 1/2	16.70	16.77 1/2b
September	17.00-16.95	17.25	16.95	17.02 1/2b
CLEAR BELLIES—				
January	17.00	17.00	16.97 1/2	16.90b
May	17.00	17.00	17.00	17.00b
SHORT RIBS—				
January	15.40	15.40	15.35	15.35ax
May	15.80	15.80	15.72 1/2	15.72 1/2ax

FRIDAY, JANUARY 16, 1925.

	Open.	High.	Low.	Close.
LARD—				
January	15.80	15.92 1/2	15.77 1/2	15.77 1/2b
March	16.02 1/2-05	16.15	15.97 1/2	16.05 b
May	16.30	16.45	16.20	16.32 1/2ax
July	16.62 1/2-57 1/2	16.75	16.50	16.62 1/2ax
September	16.90	16.97 1/2	16.77 1/2	16.87 1/2
CLEAR BELLIES—				
January	17.00	17.00	16.90ax	16.90ax
May	17.00	17.00	17.00	17.00ax
July	17.10	17.20	17.10	17.15
SHORT RIBS—				
January	15.40	15.40	15.25n	15.25n
May	15.80	15.80	15.57 1/2	15.60ax

CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, January 15, 1925, with comparisons, were as follows:

	Week ending Jan. 15	Prev. week.	Cor. week, 1924.
Armour & Co.	22,904	24,903	18,880
Anglo-Amer. Prov. Co.	12,391	14,355	9,882
Swift & Co.	24,147	29,765	17,335
G. H. Hammond Co.	15,272	17,805	11,239
Morris & Co.	22,927	26,293	19,964
Wilson & Co.	18,255	28,050	9,982
Boyd-Linnham & Co.	12,394	13,119	10,497
Western Pkg. & Pro. Co.	9,000	16,000	21,500
Roberts & Onke.	5,810	8,513	8,875
Miller & Hart.	8,222	9,123	7,092
Independent Packing Co.	6,261	7,890	5,071
Brennan Packing Co.	7,881	7,044	7,845
Agar Packing Co.	1,400	700	1,000
Total	167,804	204,730	144,902

CHICAGO RETAIL FRESH MEATS

Beef.

	No. 1.	No. 2.	No. 3.
Rib roast, heavy end.	25	18	12
Rib roast, light end.	35	25	20
Chuck roast	20	20	14
Steaks, round	40	30	20
Steaks, sirloin, first cut.	48	35	22
Steaks, porterhouse	55	40	25
Steaks, flank	28	25	18
Beef stew, chuck.	18	15	12 1/2
Corned briskets, boneless.	24	22	18
Corned plates	16	12	10
Corned rumps, boneless.	25	22	18

Lamb.

	Good.	Com.
Hindquarters	45	21
Legs	50	28
Stews	12 1/2	10
Chops, shoulder	24	10
Chops, rib and loin	60	..

Mutton.

Legs	24	..
Stew	10	..
Shoulders	16	..
Chops, rib and loin.	30	..

Pork.

Loins, whole, 8@10 avg.	21	@22
Loins, whole, 10@12 avg.	19	@20
Loins, whole, 12@14 avg.	18	@19
Loins, whole, 14 and over.	17	@18
Chops	24	@25
Shoulders	18	@18
Butts	20	@20
Spareribs	14	@14
Hocks	12	@12
Leaf lard, unrendered.	10	@20

Veal.

Hindquarters	16	@25
Forequarters	9	@15
Legs	25	@35
Breasts	14	@18
Shoulders	10	@20
Outlets	10	@20
Rib and loin chops.	10	@35

Butchers' Offal.

Suet	6	@6
Shop fat	3	@3
Bones, per 100 lbs.	50	@50
Skid skins	19	@19
Kips	15	@15
Deacons	12	@12

CURING MATERIALS.

	Bbls.	Per 100 lbs.
Double refined saltpetre, gran., L. C. L.	6 1/2	6 1/2
Crystals	7 1/2	7 1/2
Double refined nitrate of soda, f. o. b.	4	3 1/2
N. Y. & S. F., carloads.	4 1/2	4 1/2
Less than carloads, granulated.	4 1/2	4 1/2
Crystals	5 1/2	5
Keps, 100@130 lbs., 1c more.	..	..
Boric acid, in carloads, powdered, in bbls.	8	8 1/2
Crystal to powdered, in bbls., in 5-ton lots or more	9 1/2	9 1/2
In bbls. in less than 5-ton lots.	9 1/2	10
Borax, carloads, powdered, in bbls.	5	4 1/2
In ton lots, gran. or powdered, in bbls.	5 1/2	5
Salt—		
Granulated, car lots, per ton f. o. b., Chi	..	..
cago, bulk	..	..
Medium, car lots, per ton, f. o. b., Chicago	..	..
bulk	..	..
Rock, car lots, per ton, f. o. b., Chicago.	..	..
Raw Sugar, 96 basis.	4.75	@4.75
Second sugar, 96 basis	4.75	@4.75
Syrup, testing 63 to 65 combined sucrose and invert	..	@0.32
Standard, granulated, f. o. b. refiners (net)	..	@6.15@6.25
Plantation, granulated, f. o. b., New Orleans (less 2%)	..	@5.75
Choice clarified, f. o. b. New Orleans (net)	..	@5.50

PURE VINEGARS

A. P. CALLAHAN & COMPANY

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CHICAGO MARKET PRICES

WHOLESALE FRESH MEATS.

Carcass Beef.

	Week ending Jan. 17.	Cor. week, 1924.
Prime native steers.....	19 @ 21 1/4	18 @ 18
Good native steers.....	18 @ 18 1/4	16 @ 16
Medium steers.....	14 @ 16	12 @ 12
Heifers, good.....	13 @ 12	11 @ 11
Cows.....	7 @ 11	8 @ 12
Hind quarters, choice.....	27 @ 25	25 @ 25
Fore quarters, choice.....	15 @ 15	15 @ 15

Beef Cuts.

Steer Loins, No. 1.....	32 @ 36	30 @ 36
Steer Loins, No. 2.....	30 @ 30	28 @ 30
Steer Short Loins, No. 1.....	45 @ 47	42 @ 47
Steer Short Loins, No. 2.....	40 @ 42	38 @ 42
Steer Loin Ends (hips).....	24 @ 28	22 @ 28
Steer Loin Ends, No. 2.....	24 @ 24	22 @ 24
Cow Loins.....	12 @ 20	12 @ 20
Cow Short Loins.....	30 @ 30	28 @ 30
Cow Loin Ends (hips).....	18 @ 18	16 @ 18
Steer Ribs, No. 1.....	23 @ 23	22 @ 23
Steer Ribs, No. 2.....	22 @ 22	21 @ 22
Cow Ribs, No. 1.....	18 @ 18	17 @ 18
Cow Ribs, No. 2.....	10 @ 10	9 @ 10
Steer Ribs, No. 3.....	14 @ 14 1/2	13 @ 14 1/2
Steer Ribs, No. 4.....	13 1/2 @ 14	12 @ 13 1/2
Steer Chucks, No. 1.....	12 @ 12	11 @ 12
Steer Chucks, No. 2.....	11 @ 11	10 @ 11
Cow Rounds.....	11 @ 11	9 @ 11
Cow Chucks.....	8 @ 8	7 @ 8
Steer Plates.....	9 @ 9	8 @ 9
Medium Plates.....	9 1/2 @ 9 1/2	8 1/2 @ 8 1/2
Briskets, No. 1.....	18 @ 18	17 @ 18
Briskets, No. 2.....	12 @ 12	11 @ 12
Steer Navel Ends.....	7 @ 7 1/2	6 @ 7 1/2
Cow Navel Ends.....	5 1/2 @ 5 1/2	5 @ 5 1/2
Fore Shanks.....	5 1/2 @ 5 1/2	5 @ 5 1/2
Hind Shanks.....	18 @ 18	17 @ 18
Rolls.....	18 @ 20	17 @ 20
Strip Loins, No. 1, boneless.....	55 @ 55	50 @ 55
Strip Loins, No. 2.....	50 @ 50	45 @ 50
Strip Loins, No. 3.....	40 @ 40	35 @ 40
Strip Butts, No. 1.....	30 @ 30	25 @ 30
Strip Butts, No. 2.....	25 @ 25	20 @ 25
Strip Butts, No. 3.....	18 @ 18	15 @ 18
Beef Tenderloins, No. 1.....	75 @ 75	65 @ 75
Beef Tenderloins, No. 2.....	65 @ 65	55 @ 65
Rump Butts.....	17 @ 17	16 @ 17
Flank Steaks.....	17 @ 17	16 @ 17
Shoulder clods.....	15 @ 15	12 @ 15
Hanging Tenderloins.....	10 @ 10	8 @ 10

Beef Products.

Brains, per lb.....	9 @ 10	8 1/2 @ 10
Hearts.....	20 @ 20	18 @ 20
Tongues.....	29 @ 29	27 @ 29
Sweetbreads.....	38 @ 41	35 @ 41
Ox-Tail, per lb.....	10 @ 11	9 @ 11
Fresh Tripe, plain.....	4 @ 4	3 @ 4
Fresh Tripe, H. C.....	6 1/2 @ 6 1/2	5 @ 6 1/2
Livers.....	9 @ 10	8 @ 10
Kidneys, per lb.....	8 @ 8	7 @ 8 1/2

Veal.

Choice Carcass.....	17 @ 19	20 @ 21
Good Carcass.....	12 1/2 @ 16	16 @ 19
Good Sides.....	18 @ 18	25 @ 20
Good Backs.....	14 @ 14	12 @ 14
Medium Backs.....	6 @ 8	6 @ 8

Veal Product.

Brains, each.....	9 @ 11	55 @ 58
Sweetbreads.....	52 @ 60	31 @ 36
Calf Livers.....	35 @ 37	

Lamb.

Choice Lambs.....	30 @ 30	24 @ 24
Medium Lambs.....	28 @ 28	22 @ 22
Choice Saddles.....	31 @ 31	26 @ 26
Medium Saddles.....	29 @ 29	24 @ 24
Choice Fores.....	24 @ 24	18 @ 18
Medium Fores.....	24 @ 24	18 @ 18
Lamb Fries per lb.....	31 @ 32	30 @ 31
Lamb Tongues, each.....	13 @ 13	13 @ 13
Lamb Kidneys, per lb.....	25 @ 25	25 @ 25

Mutton.

Heavy Sheep.....	12 @ 12	12 @ 12
Light Sheep.....	14 @ 14	14 @ 14
Heavy Saddles.....	14 @ 14	14 @ 14
Light Saddles.....	18 @ 18	18 @ 18
Heavy Fores.....	8 @ 8	8 @ 8
Light Fores.....	14 @ 14	14 @ 14
Mutton Legs.....	21 @ 21	20 @ 21
Mutton Loins.....	14 @ 14	15 @ 15
Mutton Stew.....	10 @ 10	7 @ 7
Sheep Tongues, each.....	13 @ 13	13 @ 13
Sheep Heads, each.....	10 @ 10	10 @ 10

Fresh Pork, Etc.

Dressed Hogs.....	15 @ 15	12 @ 12
Pork Loins, 8@10 lbs. avg.....	17 @ 17	14 @ 14
Leaf Lard.....	16 @ 16	13 @ 13
Tenderloin.....	44 @ 44	40 @ 40
Spare Ribs.....	11 @ 11	7 1/2 @ 7 1/2
Butts.....	15 1/2 @ 15 1/2	11 @ 11
Hocks.....	12 1/2 @ 12 1/2	9 @ 9
Trimnings.....	12 @ 12	7 @ 7
Extra lean trimmings.....	12 @ 12	9 1/2 @ 9 1/2
Tails.....	12 @ 12	11 @ 11
Snouts.....	6 1/2 @ 6 1/2	4 @ 4
Pigs' Feet.....	8 @ 8	7 @ 7
Pigs' Heads.....	8 @ 8	6 @ 6
Blade Bones.....	8 1/2 @ 8 1/2	7 1/2 @ 7 1/2
Blade Meat.....	12 @ 12	11 @ 11
Cheek Meat.....	7 @ 7	6 @ 6
Hog Livers, per lb.....	6 @ 6	4 1/2 @ 4 1/2
Neck Bones.....	13 1/2 @ 13 1/2	10 @ 10
Shoulders.....	13 @ 13	10 @ 10
Pork Hearts.....	8 @ 8	7 @ 7
Pork Kidneys, per lb.....	8 @ 8	7 @ 7
Pork Tongues.....	9 @ 9	8 @ 8
Silp Bones.....	14 @ 14	12 @ 12
Tail Bones.....	12 @ 12	10 @ 10
Trains.....	16 1/2 @ 16 1/2	12 1/2 @ 12 1/2
Back Fat.....	19 @ 19	16 1/2 @ 16 1/2
Hams.....	14 @ 14	12 @ 12
Calas.....	22 @ 22	13 1/2 @ 13 1/2
Belles.....		

DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	26 @ 26
Country style sausage, fresh, in link.....	18 @ 18
Country style sausage, fresh in bulk.....	17 @ 17
Country style sausage, smoked.....	21 @ 21
Mixed sausage.....	14 1/2 @ 14 1/2
Frankfurts in pork casings.....	17 1/2 @ 17 1/2
Frankfurts in sheep casings.....	15 1/2 @ 15 1/2
Bologna in beef middles, choice.....	14 1/2 @ 14 1/2
Bologna in beef middles, choice.....	14 @ 14
Bologna in hog bungs.....	18 1/2 @ 18 1/2
Liver sausage in beef rounds.....	12 @ 12
Head cheese.....	18 @ 18
New England luncheon specialty.....	22 @ 22
Liberty luncheon specialty.....	13 @ 13
Mixed luncheon specialty hog bungs.....	14 1/2 @ 14 1/2
Tongue sausage.....	22 1/2 @ 22 1/2
Blood sausage.....	16 1/2 @ 16 1/2
Polish sausage.....	15 1/2 @ 15 1/2
Souse.....	15 @ 15

DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	46 @ 46
Cervelat, new condition, in hog bungs.....	16 @ 16
Cervelat, new condition, in hog bungs.....	16 @ 16
Thuringer Cervelat.....	21 @ 21
Farmer.....	27 @ 27
Holsteiner.....	25 @ 25
B. C. Salami, choice.....	45 @ 45
Milano Salami, choice, in hog bungs.....	21 @ 21
B. C. Salami, new condition.....	21 @ 21
Frisses, choice, in hog middles.....	38 @ 38
Genoa style Salami.....	55 @ 55
Peperoni.....	36 @ 36
Mortadella, new condition.....	21 @ 21
Capiccoli.....	50 @ 50
Italian style hams.....	38 @ 38
Virginia style hams.....	33 @ 33

SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	6.25
Large tins, 1 to crate.....	7.00
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	6.50
Large tins, 1 to crate.....	7.50

SAUSAGE MATERIALS.

Regular pork trimmings.....	10 @ 10 1/2
Special lean pork trimmings.....	12 @ 12 1/2
Extra lean pork trimmings.....	13 @ 13 1/2
Neck bone pork trimmings.....	10 @ 10 1/2
Pork cheek meat.....	8 1/2 @ 7
Pork hearts.....	3 1/2 @ 4
Fancy boneless bull meat, lvy.....	6 @ 6 1/2
Boneless chucks.....	6 @ 6 1/2
Shank meat.....	5 1/2 @ 5 1/2
No. 1 beef trimmings.....	3 @ 3
Beef hearts.....	4 @ 4
Beef cheeks trimmed.....	4 @ 4 1/2
Dr. can. cows, 300 lbs. and up.....	5 1/2 @ 5 1/2
Dr. cutters, 350 lbs. and up.....	7 @ 7 1/2
Dr. bologna bulls, 500-700 lbs.....	2 1/2 @ 3
Beef tripe.....	12 @ 12
Cured pork tongues (Canner trim).....	

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

SAUSAGE CASINGS.

(F. O. B. CHICAGO.)

Beef rounds, domestic, 180 sets, per tierce, per set.....	19 @ 19
Beef rounds, export, 225 sets, per tierce, per set.....	27 @ 27
Beef middles, 110 sets, per tierce, per set.....	1.15 @ 1.15
Beef middles, No. 1, 400 pieces, per tierce, per piece.....	24 @ 24
Beef middles, No. 2, 400 pieces, per tierce, per piece.....	16 @ 16
Beef weasands, No. 1, per piece.....	17 @ 17
Beef weasands, No. 2, per piece.....	17 @ 17
Beef bladders, small, per doz.....	1.00 @ 1.00
Beef bladders, medium, per doz.....	1.60 @ 1.60
Beef bladders, large, per doz.....	1.60 @ 1.60
Hog casings, medium, f. o. b., per lb.....	1.50 @ 1.50
Hog middles, without cap, per set.....	17 @ 17
Hog middles, with cap, per set.....	20 @ 20
Hog bungs, export.....	24 @ 24
Hof bungs, large, prime.....	18 @ 18
Hog bungs, medium.....	18 @ 18
Hog bungs, small, prime.....	7 1/2 @ 7 1/2
Hog bungs, narrow.....	4 1/2 @ 4 1/2
Hog stomachs, per piece.....	10 @ 10

VINEGAR PICKLED PRODUCTS.

Regular tripe, 200-lb. bbl.....	14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	15.50
Lamb tongues, long cut, 200-lb. bbl.....	48.00
Lamb tongues, short cut, 200-lb. bbl.....	57.00

BARRELED PORK AND BEEF

Mess pork, regular.....	32.00
Family back pork, 20 to 34 pieces.....	32.50
Family back pork, 35 to 45 pieces.....	35.00
Clear back pork, 40 to 50 pieces.....	35.50
Clear plate pork, 25 to 35 pieces.....	29.00
Clear plate pork, 35 to 45 pieces.....	28.50
Bean pork.....	27.50
Brisket pork.....	28.50
Plate beef.....	19.00
Extra plate beef, 200 lb. barrels.....	20.00

COOPERAGE.

Ash pork barrels, black iron hoops.....	1.57 1/2 @ 1.60
Oak pork barrels, black iron hoops.....	1.77 1/2 @ 1.80
Ash pork barrels, galv. iron hoops.....	1.77 1/2 @ 1.80
Red oak lard tierces.....	2.35 @ 2.40
White oak lard tierces.....	2.55 @ 2.60
White oak ham tierces.....	2.90 @ 2.90

OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	26 @ 26
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	22 1/2 @ 22 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid packed tubs, 1c per lb. loss).....	21 @ 21
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	17 @ 17

DRY SALT MEATS.

Extra short clears.....	16 @ 16
Extra short ribs.....	16 @ 16
Short clear middles, 60-lb. avg.....	16 @ 16
Clear bellies, 14@16 lbs.....	17 1/2 @ 17 1/2
Clear bellies, 18@20 lbs.....	17 1/2 @ 17 1/2
Clear bellies, 25@30 lbs.....	16 1/2 @ 16 1/2
Rib bellies, 20@25 lbs.....	16 1/2 @ 16 1/2
Rib bellies, 25@30 lbs.....	16 1/2 @ 16 1/2
Fat backs, 10@12 lbs.....	14 1/2 @ 14 1/2
Fat backs, 12@14 lbs.....	15 1/2 @ 15 1/2
Fat backs, 14@16 lbs.....	16 @ 16
Regular plates.....	12 @ 12
Butts.....	11 @ 11

WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	25 @ 25
Skinless hams, fancy, 16@18 lbs.....	26 1/2 @ 26 1/2
Standard regular hams, 12@16 lbs.....	22 1/2 @ 22 1/2
Picnics, 6@8 lbs.....	21 1/2 @ 21 1/2
Standard bacon, 8@12 lbs.....	25 1/2 @ 25 1/2
Standard bacon, 4@8 lbs.....	25 @ 25
Standard bacon, 12@14 lbs.....	25 @ 25
Standard bacon strips, 6@7 lbs.....	25 1/2 @ 25 1/2
Cooked hams, choice, skin on, surplus fat off, smoked.....	35 @ 35
Cooked hams, choice, skinned, surplus fat off.....	36 @ 36
Cooked hams, choice, skinned, surplus fat off.....	38 @ 38
Cooked picnics, skin on, surplus fat off.....	22 @ 22
Cooked picnics, skinned, surplus fat off.....	23 @ 23
Cooked loin roll, smoked.....	37 @ 37

ANIMAL OILS.

Prime lard oil.....	18 1/2 @ 19
Extra winter strained lard.....	16 @ 16 1/2
Extra lard oil.....	15 @ 15 1/2
Extra No. 1 lard.....	13 1/2 @ 14
No. 1 lard oil.....	13 @ 13 1/2
No. 2 lard oil.....	12 1/2 @ 13
Pure neatfoot oil.....	15 @ 15 1/2
Extra neatfoot oil.....	13 1/2 @ 14
No. 1 neatfoot oil.....	13 @ 13 1/2
Acidless tallow oil.....	13 @ 13 1/2

FERTILIZERS.

Blood, ground.....	3.50 @ 3.60
Hoofmeal.....	2.90 @ 3.00
Ground tankage, 11 to 12%.....	3.00 @ 3.00
Ground tankage, 6 to 10%.....	2.60 @ 2.80
Crushed and unground tankage.....	2.00 @ 2.00
Ground raw bone, per ton.....	25.00 @ 28.00
Ground steamed bone, per ton.....	20.00 @ 24.00
Unground steamed bone.....	15.00 @ 17.00
Unground bone tankage.....	15.00 @ 15.00

HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average.....	250.00 @ 300.00
No. 2 horns, 40 lb. average.....	200.00 @ 210.00
No. 3 horns.....	140.00 @ 150.00
Horns, black and striped.....	40.00 @ 45.00
Horns, white.....	50.00 @ 55.00
Bone, shin bones, heavy.....	2.00 @ 3.00
Round shin bones, lights and med.....	60.00 @ 70.00
Flat shin bones, lights and heavy.....	45.00 @ 55.00
Thigh bones, heavy.....	65.00 @ 75.00
Thigh bones, lights and med.....	55.00 @ 60.00
Buttock bones.....	40.00 @ 45.00

Note—These quotations apply to No. 1 product which must be assorted, free from grease spots and cracks, hard and clean, uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse By-Products Markets" reports on another page.

LARD (Unrefined).

Prime, steam, cash tierces.....	18.00 @ 18.00
Prime, steam, loose.....	15.15 @ 15.15
Leaf, raw.....	15.25 @ 15.25
Neutral lard.....	18.25 @ 18.25

LARD (Refined).

Pure lard, kettle rendered, per lb.....	15.25 @ 15.25
Pure lard, tierces.....	15.25 @ 15.25

Retail Section

Running a Meat Shop

The care and upkeep of utensils and equipment in the retail meat market form an important item in the economical operation of a market.

It is difficult for the untrained man to know how to properly look after equipment. This often results in loss, as well as in an untidy-appearing shop.

The series of lessons prepared by Miss Marjorie Tracy of the Retail Selling Department of the Milwaukee Vocational School, which have been appearing in THE NATIONAL PROVISIONER, includes one unit devoted entirely to the care and upkeep of scales, machines and saws.

The first lesson in the series related to knives and cleavers and appeared in issue of November 22, 1924; the second, devoted to the construction and care of blocks and tables, appeared in the issue of January 3.

The third, on the proper care of certain types of machines found in every well-equipped meat shop, is as follows:

Lesson No. 3—Scales, Machines and Saws.

The objects of this lesson are to teach the care and upkeep of scales, slicing machine, chopping machine and saws.

The care that must be given all machines is very general. All machines, scales, tools and equipment should be kept immaculately clean both for sanitary reasons and to satisfy public opinions.

The life of the machines and the accuracy of the work they produce depend upon the upkeep or care that they receive. They must be properly oiled, greased, and adjusted at all times. Care must also be taken that the knives and blades are always sharp.

Operations.

1. See if scale is in proper balance.
2. Adjust scale by raising it and turning counter balance screws.
3. Wash if dirty.
4. Sharpen slicing machine by revolving knife against sharpening stones.
5. See that machine is properly oiled in places that are marked "oil."
6. Clean, remove knife, guard, and tray.
7. Wash and dry thoroughly.
8. See that all oil cups on meat chopper are filled.
9. Take off bowl, worm, knife, and plate. Wash thoroughly and dry. Replace.
10. Replace blade in saw by pressing small handle forward, teeth of saw pointing from you.
11. See that saw is clean at all times. If not wash, and dry immediately to prevent rusting.

Tools and Materials.

1. Where is the proper location in a market for the scales, slicing and grinding machines? Why?

2. If you had to make some chopped beef, and did not have a machine, how would you do it?

7. Explain the use of a chopping machine.

3. How do you adjust the knife in a slicing machine to cut dried beef, bacon, and boiled ham?

Trade Science.

1. What elements enter into the construction of a perfect scale?

2. Explain how to read the chart in a scale.

3. Explain how to make adjustments on a scale.

4. What is a slicing machine used for?

5. What qualities would you look for in buying a sliding machine?

6. What is a chopping machine?

Trade Terms.

Give the meaning of the following terms:

1. Computing scale.....
2. Chart
3. Revolving blade.....
4. Sharpening
5. Sharpening stones.....
6. Worm
7. Knife and blade (chopper).....
8. Upkeep
9. Sanitary

Market Job Problems.

1. Cut from trade journals or catalogues pictures of a scale, slicing machine, chopping machine and a saw, such as you would like to have in your own market. Mount these, with the name under each, in your note book.

2. Can the motor on a chopping machine be used for any other purpose? Explain.

3. Is it more economical to use a slicing machine or cut by hand? Why?

4. How often is it necessary to change a saw blade?

5. Do you sharpen this blade? If not, why, not?

6. What is the common practice in regard to saws?

Vocational Guidance.

1. Look up in the city telephone book the number of retail meat markets and wholesale packing houses.

2. How many of these slaughter cattle?

3. How many sausage factories have we in our city?

(Lesson No. 4 will appear in an early issue of the National Provisioner.)

LOCAL AND PERSONAL.

A meat department has been added to Kelly's grocery store, 17th and Exchange streets, Astoria, Ore.

A new meat market, known as the Economy Meat Market has been opened in Fulton, Ky.

The meat market located at 3799 Williams street, Denver, Colo., has been bought by H. C. Swinehart.

A new meat market has been opened at 317 North Gay street, Knoxville, Tenn., by C. M. Sheets and J. C. Pack.

D. C. Murray has opened a new meat market in Hartington, Nebr.

A new meat market has been opened in Cynthia, Ky., by D. H. Appel.

Juan Cano has leased the meat market of J. R. Aaron, Ft. Stockton, Tex.

M. E. Aiken has sold his meat market in Tipton, Okla., to Trotter and Short.

A. L. Harper has sold his meat market in Jamestown, N. D., to J. J. Ruebel.

A new meat market has been opened in Ellwood City, Pa., by Carl Bauder.

The Wentzell Meat Market, Metropolis, Ill., has been purchased by Herbert C. Lassiter and H. M. Lawrence.

J. A. Byrd has purchased the interest of his partner, Guy W. Dillman, in the North Side Meat Market, Oblong, Ill., and is now sole owner.

M. A. Law has sold his meat market in Savanna, Ill., to his son, Loyal Law.

The West Park Grocery and Meat Market, owned by J. Jacobs, 820 West Park

Way, McKeesport, Pa., was recently damaged by fire.

Charles Nelson and his son, Charles, Jr., have sold their meat market in Paris, Tenn., to R. L. Hartsfield.

The Corbin & Beville Meat Market, Sulphur Springs, Tex., has been sold to Thomas Wright and J. A. Keltner.

J. E. Murphy has sold his meat market in Dumas, Ark., to E. G. Robertson.

A. D. O'Bannon has sold his meat market in Palacios, Tex., to J. H. Brotemarke.

John Shults has sold his City Meat Market in Stratford, Okla., to Mrs. J. C. McClure.

A new meat market, known as the City Meat Market, has been opened at 121 East A street, Yakima, Wash., by Henry Plath and Fred Weining.

Barth's Meat Market in Tujunga, Calif., has been sold to F. L. Josslyn and H. D. Fish.

A new meat market has been opened in Middletown, Pa., by LeRoy Hoke.

Smith Brothers have sold their meat market in Elmore, Minn., to Harry and Ralph Emerson.

A new meat market has been opened at 3012 Twenty-seventh avenue south, Minneapolis, Minn., by A. Kaehn.

R. T. Normann has sold his meat market in Random Lake, Wis., to John G. Sperl.

Briggs Meat Market, Sabula, Ia., was recently destroyed by fire.

C. W. Ferrel has sold his meat market in Athens, Ohio, to Donald Figgins.

Milton Crase has sold his City Meat Market in Mammoth Springs, Ark., to Harry Warren.

Henry Meinecke has sold his meat market in Tomah, Wis., to B. E. Moore.

The Yellow Front Meat Market, located at 343 East Washington street, Indianapolis, Ind., has been sold to Oscar Lashchie.

John Morgan has sold his meat market and grocery in Greenville, Ohio, to W. A. and E. H. McCartney.

Retail Bookkeeping

How do you keep books, Mr. Retail Meat Dealer?

You can't run a successful meat shop today without good bookkeeping any more than you can without scales!

Roy C. Lindquist's articles on book-keeping for retailers, which ran serially in THE NATIONAL PROVISIONER, have been reprinted in handy eight-page size. They are the best things ever written on this subject.

Subscribers may have a copy free. To others they are 25c each.

Fill out and return the following coupon, with a 2c stamp:

The National Provisioner,
Old Colony Bldg., Chicago, Ill.

Please send me a copy of "Bookkeeping for Retail Meat Shops," by Roy C. Lindquist.

Name

Street

City

Price, 25c. Subscribers, 2c stamp.

Can You Answer? the Most Important Questions in the Re- tail Meat Business?

IF YOU PAY 14c for a side of beef, what should be the Selling price on Round, Sirloin or Chuck Steak or on any other cut so as to give you 25% GROSS PROFIT? (20% for overhead and 5% net profit.)

CAN YOU ANSWER THIS CORRECTLY?

Let the Retailer Ready Reference answer it for you—take guess work out of your business—sell at Right Prices and know what you are doing.

The Retailer Ready Reference Charts show practically all cuts of meats in 31 charts, all figured out as to different percentages, costs and at a selling price to yield 25% on the sales price and on the cost price, and besides the total is also given.

All Figured Out for You

It has required years of compiling by an experienced practical retailer. Although cuts and percentages vary as to locality, grade of meat or method of cutting, the total result should not vary.

By using these 31 charts in your business you will discover that it is profitable to use a pencil once in a while instead of knife and cleaver.

The price of these 31 charts is so low that you can't afford not to have them.

Sent anywhere upon receipt
of \$5.00

For sale by

THE NATIONAL PROVISIONER
Old Colony Bldg. Chicago, Ill.

For Sausage Makers

BELL'S

Patent Parchment Lined

SAUSAGE BAGS

and

SAUSAGE SEASONINGS

For Samples and Prices, write

THE WM. G. BELL CO.
BOSTON MASS.

New York Section

R. E. Yocum, branch house department, and J. E. Wagner, treasurer of the Cudahy Packing Co., Chicago, spent a few days in New York.

The trade will regret to learn that R. W. Neuburger, president of the New York Butchers Supply Co., has been ill at his home for the last two weeks.

M. G. Middaugh, head of the branch house department, and H. C. Stanton, head of the soap department, Swift & Company, Chicago, were in New York this week.

Among the Armour & Company visitors this week were President F. Edson White, Vice-president P. D. Armour, Treasurer Philip Reid, Vice-president V. H. Munnecke, and Comptroller W. P. Hemphill, Chicago.

Chairman Fred Hirsch states that the silver jubilee dinner and dance of the Bronx Branch, United Master Butchers of America, at Ebling's Casino on Sunday, January 25th, will be one of the best affairs held by this Branch.

Frederick B. Cooper, well-known on the New York Produce Exchange, announces the incorporation of his business, with the addition of his son, Wilfred C. Cooper as vice-president. The concern will be known as Frederick B. Cooper Co., Inc.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game seized and destroyed in the city of New York during the week ending January 10, 1925: Meat, Manhattan, 1,573 lbs. Fish, Manhattan, 606 lbs. Poultry and Game, Manhattan, 159 lbs.

Frank P. Burck, chairman of the New York Meat Council, and a national officer, installed the officers of the Brooklyn Branch, United Master Butchers of America, on Thursday evening of last week. After the installation a smoker was held.

John E. O'Brien, district manager, Cudahy Packing Company, in the Philadelphia district, died suddenly at his home on Monday of this week. The funeral will take place on Saturday. Mr. O'Brien had been with the Cudahy Company for a great many years.

C. F. Osborne, manager of the beef department, T. M. Sinclair & Co., Ltd., Cedar Rapids, Iowa, was a visitor at the New York branch this week. Before returning to Cedar Rapids he will make the rounds of the branches and car routes in the New England district.

S. Elkan, representative of the A. C. Wicke Manufacturing Company in the Bronx Branch, died suddenly last week. Messrs. A. C. Wicke, C. E. Wicke, Leo Trilling and almost the entire staff attended the funeral services on Sunday, January 11th, showing the spirit of brotherly love and loyalty existing in the organization.

The Eastern District Branch, United Master Butchers of America, will hold their annual vaudeville and ball at Schwaben Hall in Brooklyn on Lincoln's birthday night. These events are always well attended, and it is expected that this year the attendance will be larger than usual. Charles Raedle, Jr., is chairman and F. Riester is secretary and treasurer of the committee having charge of the affair.

Suggestions beneficial to the trade in general that are to be taken up at the convention of the National Butchers' & Packers Supply Association in St. Louis, and discussions by the various members, took up the greater part of the meeting of the New York City Group last Monday evening. The meeting was preceeded by the usual dinner, and Chairman Dan Schnabel was the life of the party. The members were very enthusiastic about the national convention on January 28th and 29th, and a number are planning to attend.

On Monday afternoon of this week the members of the Hotel & Restaurant Supply Creditmen's Association met for the purpose of receiving the report of the committee of nine. Name and constitution presented were accepted and Milton Wertheimer of Waterman & Company was elected treasurer and Miss Gertrude A. Arnheimer, office manager of Otto Stahl, Inc., was elected secretary. The other officers will be elected at the next meeting. The regular meeting day has been set for the first Monday after the first Tuesday in each month.

CHARLES HEMBDT HONORED.

At the recent meeting of the Washington Heights Branch, United Master Butchers of America, retiring president Charles Hembdt was taken by surprise when he was presented with a beautiful diamond ring set in platinum. The ring was presented by Charles Schuck on behalf of the branch.

In presenting the ring Mr. Schuck eulogized Mr. Hembdt, speaking of his devotion to the work, his honesty and sincerity in carrying out high ideals and in building up the branch. Mr. Hembdt was taken off his feet, as it were, and tears of happiness were very near to the surface.

In accepting the gift the retiring president stated he had not worked for honor or compensation, but just for the love of the work and doing his bit for the trade. He reviewed the history of his life from the work on the big farm to the presidency of the Branch, which he considered a great honor. In concluding he thanked the members for their loyalty and support and asked that they extend the same co-operation to president-elect Joseph Eschelbacher. He also pledged his own support and assistance.

The newly elected president Joseph Eschelbacher, in accepting the gavel made an interesting talk, and concluded by quoting a list of good resolutions from THE NATIONAL PROVISIONER of January 10th.

State president Moe Loeb, who had installed the officers elected for 1925, was called upon and responded in an appropriate speech.

President of Ye Olde New York Branch George Kramer spoke on the proposed trip, covering Western points of interest, starting about July 7th and arriving in Omaha to attend the national convention of the United Master Butchers of America early in August. It has been planned to form a club, details of which will be announced later.

Other speakers were Fred Hirsch, R. Schumacher and G. Backes of the Bronx Branch; Louis Goldschmidt, Louis Goldstein, R. Arndt and R. Rubin of Ye Olde New York Branch.

WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed fresh meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, January 15, 1925, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
Fresh Beef—				
STEERS:				
Choice	\$17.00@19.00	\$15.50@16.00	\$17.00@21.00	\$19.00@20.00
Good	15.00@17.00	13.50@14.50	13.00@17.00	14.00@16.00
Medium	12.50@14.50	12.50@13.50	11.00@13.00	12.00@14.00
Common	9.50@12.00		9.50@11.00	
COWS:				
Good	11.00@13.00	10.50@11.00	11.00@12.00	11.50@13.00
Medium	9.00@11.00	9.00@10.00	10.00@11.00	10.00@11.50
Common	7.00@8.00	8.00@8.50	8.00@10.00	8.50@10.00
BULLS:				
Good				
Medium	8.00@8.50		9.00@10.00	
Common	7.50@8.00		7.00@8.00	
Fresh Veal—				
Choice	17.00@18.00		20.00@23.00	
Good	15.00@16.00		18.00@20.00	20.00@21.00
Medium	12.00@15.00	13.00@15.00	15.00@18.00	16.00@18.00
Common	8.00@12.00	11.00@13.00	11.00@14.00	12.00@15.00
Fresh Lamb and Mutton—				
LAMB:				
Choice	27.00@29.00	28.00@29.00	29.00@30.00	29.00@31.00
Good	26.00@27.00	27.00@28.00	27.00@29.00	27.50@29.00
Medium	24.00@26.00	26.00@27.00	26.00@27.00	23.00@25.00
Common	20.00@22.00		25.00@26.00	
MUTTON.				
Good	13.00@15.00	16.00@18.00	16.00@18.00	18.00@20.00
Medium	11.00@13.00	13.00@15.00	15.00@17.00	14.00@17.00
Common	9.00@11.00	11.00@13.00	12.00@14.00	12.00@14.00
Fresh Pork Cuts—				
LOINS:				
8-10 lb. average	16.00@17.00	16.50@18.00	17.00@19.00	17.00@19.00
10-12 lb. average	15.50@16.50	16.50@18.00	17.00@18.00	17.00@18.00
12-14 lb. average	15.00@16.00	16.00@17.00	16.50@17.50	16.00@17.00
14-16 lb. average	14.50@15.00	15.00@16.00	15.50@17.00	16.00@17.00
16 lbs. over	13.50@14.50	15.00@16.00	14.50@15.50	15.00@16.00
SHOULDERS:				
Skinned	12.50@13.50		13.00@15.00	13.50@15.00
PICNICS:				
4-6 lb. average	12.00@13.00	13.50@14.00	12.50@13.50	12.50@14.00
6-8 lb. average		13.00@13.50	12.00@13.00	11.50@12.00
BUTTS:				
Boston style	15.00@16.00		16.00@19.00	16.50@18.00

* Veal prices include "hide on" at Chicago and New York.

Made of Steel—Not Cast Iron!

\$240 Grease Separating Apparatus Reduced to \$105.50

IN ORDER TO PREVENT UNFAIR COMPETITION

being worked against our business and until we can obtain a final decree protecting our vested Good Will against those who are pirating our 1914 grease-from-waste-water separating apparatus

We Have Slashed the Price of Our Steel Grease Separating Apparatus \$105.50—Good for four months. Our 1925 Grease-saving Apparatus will not be made of cast iron but of steel.
Regular price after April 1st, 1925—\$250.

USSESA SALES CO., Inc. 3203 Woolworth Building
New York City

HOLIDAY GREETINGS.

Christmas greeting cards from all parts of the country have been received by THE NATIONAL PROVISIONER in the last few days. As it is not possible to acknowledge each one personally, this will have to serve as a word of thanks to each sender.

Some of those from whom cards were received are:

Brigadier General John A. Gunn, Gunn's, Ltd., packers, Toronto, Canada.

Elmore M. Schroth, vice-president and general manager, The J. & F. Schroth Packing Co., Cincinnati, Ohio.

J. T. McMillan Co., packers, St. Paul, Minn.

Elmer J. Focke, The William Focke's Sons Co., packers, Dayton, Ohio.

John Anderson, secretary-treasurer, the Pittsburgh Provision & Packing Co., Pittsburgh, Pa.

J. A. Wiederstein, president, the John Hoffman's Sons Co., packers, Cincinnati, Ohio.

M. Dever, sales manager of Louis Pfaelzer & Sons, packers, Chicago.

Mickelberry's Food Products Company, sausage manufacturers, Chicago.

Wilmington Provision Co., packers, Wilmington, Del.

H. P. Hale Co., packinghouse brokers, Boston, Mass.

J. C. Wood & Co., provision brokers, Chicago.

James J. Ring, the oldest lard broker, St. Louis, Mo.

Jamison Cold Storage Door Co., Hagerstown, Md.

Himmelsbach & Schlich, packinghouse engineers and architects, New York City.

Seaboard Refining Co., Ltd., vegetable oil refiners, New Orleans, La.

California By-Products Co., casings and by-products, San Francisco and New York.

Herman A. Fleming Co., packinghouse brokers, Boston, Mass.

J. A. McNaughton, vice-president and general manager, Los Angeles Union Stock Yards Company, Los Angeles, Calif.

C. Offenhauser, president, Consolidated By-Products Co., Philadelphia, Pa.

E. C. Merritt, Indianapolis, Ind.

C. B. Heinemann, vice-president and general manager, Atlanta Union Stockyards Co., Atlanta, Ga.

George Bela, of the provision import firm of Baerlius Getreide & Futter, Vienna, Austria.

Homer C. Huggins, Chicago.

A PARCHMENT GREETING.

A most unusual and clever New Year's greeting has been issued by the Paterson Parchment Paper Co., Passiac, N. J. It is in the form of an eight page leaflet, printed on their well-known parchment paper.

It is beautifully printed in colors, and is an excellent example, not only of the high quality of the company's parchment paper, but also of the high quality of lithograph work done by them also.

The leaflet wishes the recipient a "Bon Voyage" for the New Year on "Ye Good Ship Cheer." Inside is a map, drawn in the style of the ancients, charting the course of the ship to the various ports of Cheertown, Friendship Town, Healthburg, Port of Prosperity, Appreciation and finally to Joyport, located on Harmony Harbor, in the State of Happiness. The whole is cleverly designed and executed.

PRIZE BEEF FOR SOUTH.

The visit of President Coolidge to Chicago concentrated the attention of the whole country upon this year's International Live Stock Exposition, helping to make it one of the most successful ever held. The South took unusual interest in the show. Morris & Company report that the Purity Markets Company of Atlanta, Ga., purchased a whole carload of prize cattle. This is said to have been the finest car of beef ever shipped to the South, and the first car of International Show cattle ever received in that section.

SWANSTON'S NEW BLOTTER.

A handy-sized blotter featuring their famous "Poppy" brand of hams and bacon has recently been put out by C. Swanson & Son, packers, Sacramento, Calif. It is attractively printed in three colors and shows an excellent view of the company's Sacramento plant. They emphasize the fact that their hams and bacon are made from Eastern corn-fed pork.

Cable Address BYDUCTSCO.

Packing House By-Products Co., Inc.
40 Rector Street, New York
Tallow, Grease, Hair, Horns,
Hoofs, Bones, Tankage,
Rough Ammoniates

Joe. Himmelsbach, M. E. Otto S. Schlich, C. E.
Himmelsbach & Schlich
ENGINEERS AND ARCHITECTS
Specializing in Packing Houses, Abattoirs, Ice Making and Refrigerating Plants, Lard and Fat Rendering Plants, Oil Refineries.
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In Spices, too, the Best Is The Cheapest

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Philadelphia, Pa.

Importers **SPICES** Grinders

Butchers Mills Brand

40 years reputation among packers for quality

NEW YORK MARKET PRICES

LIVE CATTLE.

Steers, medium	8.50@ 9.60
Cows, canners and cutters	2.25@ 2.75
Bulls, bologna	4.00@ 5.50

LIVE CALVES.

Calves, veal, prime, per 100 lbs.	16.50
Calves, veal, good to choice	15.50@16.00
Calves, veal, culls, per 100 lbs.	7.00@ 9.00

LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	18.75
Lambs, fair to good, per lb.	16.00@18.00
Lambs, com. to med.	14.00@16.00

LIVE HOGS.

Hogs, heavy	11.00@11.25
Hogs, medium	10.90@11.00
Hogs, 140 pounds	9.50@ 9.75
Pigs, under 70 lbs.	7.50@ 8.50
Roughs	9.00@ 9.25

DRESSED BEEF.

CITY DRESSED.

Choice, native, heavy	19	20
Choice, native, light	19	22
Native, common to fair	15	18

WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	16	18
Native choice yearlings, 400@600 lbs.	20	22
Western steers, 600@800 lbs.	12	16
Texas steers, 400@600 lbs.	10	12
Good to choice heifers	18	20
Good to choice cows	10	12
Common to fair cows	8	9
Fresh bologna bulls	8	9

BEEF CUTS.

	Western.	City.
No. 1 ribs	22	25
No. 2 ribs	15	22
No. 3 ribs	11	18
No. 1 loins	25	34
No. 2 loins	18	28
No. 3 loins	9	25
No. 1 hinds and ribs	25	18
No. 2 hinds and ribs	23	16
No. 3 hinds and ribs	16	17
No. 1 rounds	14	14
No. 2 rounds	11	13
No. 3 rounds	8	11
No. 1 chucks	14	12
No. 2 chucks	10	12
No. 3 chucks	6	10
Bolognas	6	9
Rolls, reg., 6@8 lbs. avg.	22	23
Rolls, reg., 4@6 lbs. avg.	17	18
Tenderloins, 4@5 lbs. avg.	60	70
Tenderloins, 5@6 lbs. avg.	60	90
Shoulder clods	10	11

DRESSED CALVES.

Prime	24	25
Choice	23	24
Good	20	22
Medium	16	18
Common, 10@12 lbs. avg.	13	14

DRESSED HOGS.

Hogs, heavy	14
Hogs, 180 lbs.	14
Hogs, 160 lbs.	15
Pigs, 80 lbs.	15

DRESSED SHEEP AND LAMBS.

Lambs, choice spring	31	32
Lambs, poor grade	29	30
Sheep, choice	22	23
Sheep, medium to good	18	20
Sheep, culls	6	8

SMOKED MEATS.

Hams, 8@10 lbs. avg.	20	21
Hams, 10@12 lbs. avg.	20	21
Hams, 12@14 lbs. avg.	20	21
Picnics, 4@6 lbs. avg.	14	15
Picnics, 6@8 lbs. avg.	14	15
Rollettes, 6@8 lbs. avg.	15	16
Beef tongue, light	30	34
Beef tongue, heavy	35	40
Bacon, boneless, Western	23	24
Bacon, boneless, city	21	22
Pickled bellies, 10@12 lbs. avg.	17	18

FRESH PORK CUTS.

Pork loins, fresh, Western, 10-12 lbs. avg.	19	20
Pork loins, frozen, 10-12 lbs. avg.	16	17
Pork tenderloins, fresh	40	45
Pork tenderloins, frozen	35	37
Shoulders, city, 10@12 lbs. avg.	16	17
Shoulders, Western, 10@12 lbs. avg.	15	16
Butts, boneless, Western	19	20
Butts, regular, Western	18	19
Hams, city, fresh, 8@10 lbs. avg.	21	22
Hams, Western, fresh, 10@12 lbs. avg.	20	21
Picnic hams, Western, fresh, 6@8 lbs. avg.	14	15
Pork trimmings, extra lean	14	15
Pork trimmings, regular, 50% lean	12	13
Spare ribs, fresh	13	15
Leaf lard, raw	17	18

BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs., per 100 pcs.	120.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs.	90.00@100.00
Black hooft, per ton	40.00@ 50.00
Striped hooft, per ton	40.00@ 50.00
White bones, avg. 85 to 90 lbs., per 100 pcs.	140.00
Horns, avg. 7 1/2 oz. and over, No. 1s.	300.00@325.00
Horns, avg. 7 1/2 oz. and over, No. 2s.	250.00@275.00
Horns, avg. 7 1/2 oz. and over, No. 3s.	200.00@225.00

FANCY MEATS.

Fresh steer tongues, untrimmed	30c	a pound
Fresh steer tongues, L. C. trim'd	38c	a pound
Calves, heads, scalded	65c	a piece
Sweetbreads, veal	75c	a pair
Sweetbreads, beef	95c	a pound
Beef kidneys	16c	a pound
Mutton kidneys	8c	each
Livers, beef	23c	a pound
Oxtails	15c	a pound
Hearts, beef	8c	a pound
Beef hanging tenders	18c	a pound
Lamb fries	10c	a pair

BUTCHER'S FAT.

Shop fat	3 1/4
Breast fat	5
Edible suet	7
Cond. smet	5 1/4
Bones	25

SPICES.

	Whole.	Ground
Pepper, Sing., white	25	27 1/2
Pepper, Sing., black	15	18
Pepper, Cayenne	11 1/2	15 1/2
Pepper, red	15	20
Allspice	9 1/2	12 1/2
Cinnamon	12	15
Coriander	6 1/2	9 1/2
Cloves	31	36
Ginger	26	29
Mace	92	97

CURING MATERIALS.

	Bbls.	per lb.
In lots of less than 25 bbls.		
Double refined saltpetre, granulated	6 1/4c	6 1/4c
Double refined saltpetre, large crystal	7 1/4c	7 1/4c
Double refined nitrate soda, granulated	4 1/4c	4 1/4c
In 25 barrel lots:		
Double refined saltpetre, granulated	6c	6c
Double refined saltpetre, large crystal	7 1/4c	7 1/4c
Double refined nitrate soda, granulated	4 1/4c	4 1/4c
Carload lots:		
Double refined nitrate of soda, granulated	4 1/4c	4 1/4c
Double refined saltpetre, granulated	6c	5 1/4c

GREEN CALFSKINS

	5-9	9 1/2-12 1/2	12 1/2-14	14-18	18 up
Prime No. 1 veals	27	3.00	3.05	3.30	4.00
Prime No. 2 veals	25	2.80	2.80	3.05	3.75
Buttermilk No. 1	24	2.65	2.70	2.95	...
Buttermilk No. 2	22	2.45	2.45	2.70	...
Branded Grubby	18	1.95	1.95	2.20	2.50
Number 3					At value

DRESSED POULTRY.

FRESH KILLED.

Chickens—Fresh—dry packed—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	30	34
Western, 48 to 54 lbs. to dozen, lb.	27	31
Western, 43 to 47 lbs. to dozen, lb.	26	30
Western, 36 to 42 lbs. to dozen, lb.	25	28
Western, 30 to 35 lbs. to dozen, lb.	25	28
Chickens—fresh—dry packed, milk fed—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	36	38
Western, 48 to 54 lbs. to dozen, lb.	33	35

Western, 43 to 47 lbs. to dozen, lb.	32	34
Western, 36 to 42 lbs. to dozen, lb.	30	32
Western, 30 to 35 lbs. to dozen, lb.	30	32
Fowls—dry packed—12 to box, fair to good:		
Western, 60 to 65 lbs. to dozen, lb.	29	30
Western, 55 to 59 lbs. to dozen, lb.	29	30
Western, 48 to 54 lbs. to dozen, lb.	28	29
Western, 43 to 47 lbs. to dozen, lb.	26	27
Western, 36 to 42 lbs. to dozen, lb.	24	25
Western, 30 to 35 lbs. to dozen, lb.	22	23

Ducks—

Western, fancy fat, bbls.	26	27
Squabs—		
White, 12 lbs. to dozen, per dozen	10.50@11.00	
White, 10 lbs. to dozen, per dozen	8.50@ 9.00	
Culls, per doz.	1.50@ 3.00	

LIVE POULTRY.

Fowls, via freight	37
Old roosters, via freight	18
Ducks, nearby, via express	42
Turkeys, via express	50
Geese, via express	54
Pigeons, per pair, via freight or express	50
Guineas, per pair, via freight or express	70

BUTTER.

Creamery, extras (92 score)	41
Creamery, first (90 to 91 score)	39
Creamery, seconds	36
Creamery, lower grades	34

EGGS.

Fresh gathered, extras, per doz.	61	63
Fresh gathered, extra first	59	60
Fresh gathered, firsts	58	58
Fresh gathered, checks, fair to choice dry	42	44

FERTILIZER MATERIALS.

BASIS NEW YORK DELIVERY.

Ammoniates.	
Ammonium sulphate, bulk, f. o. b. works, per 100 lbs.	2.75 and 2.80
Ammonium sulphate, double bags, per 100 lbs. f.a.s., New York	3.07 1/2
Blood, dried, 15-16% per unit	3.50
Fish scrap, dried, 11% ammonia, 15% B. P. L., bulk, f.o.b. fish factory	Nominal
Fish guano, foreign, 13@14% ammonia, 10% B. P. L.	4.50 and 16c
Fish scrap, acidulated, 6% ammonia, 3% A. P. A., f.o.b. fish factory	3.75 and 50c
Soda Nitrate, in bags, 100 lbs., spot	2.62
Soda Nitrate, in bags, Feb.	2.63
Tankage, ground, 10% ammonia, 15% B. P. L. bulk	3.50@10c
Tankage, unground, 9-10% ammonia	2.75 and 10c
Phosphates.	
Bone meal, steamed, 3 and 50 bags per ton	27.00
Bone meal, raw, 4 1/2 and 50 bags per ton	34.00
Acid phosphate, bulk, f. o. b. Balt., per ton, 16%	9.50
Potash.	
Kalnit, 12.4% bulk, per ton	7.75
Manure salt, 20% bulk, per ton	10.25
Muriate in bags, basis 60% per ton	54.00
Sulphate in bags, basis 80% per ton	44.00

BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for week ending January 8, 1925:

	January	2	3	5	6	7	8
Chicago	42	41 1/4	41 1/4	40 1/4	39 1/4	40 1/4	40 1/4
New York	45	44 1/4	44 1/4	44	43	42	42
Boston	44 1/4	44 1/4	44 1/4	43 1/4	42	42	42
Philadelphia	45 1/4	45 1/4	44	44	43	43	43

Wholesale prices of carlots, fresh centralized butter, 90 score at Chicago:

	40 1/4	41	40 1/4-40 1/4	39 1/4	39 1/4	40
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Receipts of butter by cities (tubs):

	This Week.	Last Week.	Last Year.	—Since Jan. 1—
Chicago	29,743	24,545	37,656	48,781
New York	42,277	27,998	28,244	58,881
Boston	11,637	4,808	12,736	18,218
Philadelphia	11,141	10,676	13,485	21,768

Total 94,798 68,087 89,525 139,315 173,108

Cold storage movement (lbs.):

	In Jan. 8.	On hand Jan. 8.	Out Jan. 8.	Cor. Week.
Chicago	12,408	116,234	9,438	218
New York	23,292	166,439	10,671	540
Boston	12,040	108,671	8,918	967
Philadelphia	18,450	30,564	3,144	899
Total	66,190	421,908	32,173	624



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Chas. Wolff Packing Co. Topeka, Kans. W. S. Forbes & Co., Inc. Richmond, Va.

Klinck Packing Co., Buffalo, N. Y.

CANADIAN PACKING COMPANY PLANTS

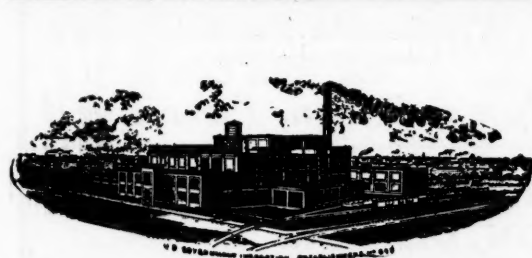
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Fresh Meats	Barrelled Pork and Beef	Lard Substitute	Sausage and Casings
Dry Salt Meats	Trimnings	Hides	Tallow and Greases

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foods of
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Hams, Bacon, Lard, Sausage
SOUTHERN ROSE COMPOUND

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Meat Packers Baltimore, Md.

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**PORK
and BEEF**

A Full Line of Fresh and Dry Sausage.

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Pure Refined Lard: VOSCO and VALIANT Brands





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LARD
AND
SAUSAGE

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Buffalo, N. Y.

United Dressed Beef Company J. J. Harrington & Company

CITY DRESSED BEEF, LAMB AND VEAL

**Packer Hides, Oleo Oils, Stearine, Cracklings,
Stock Food, Tallows, Horns, and Cattle
Switches, Pulled Wool and Pickled Skins**

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High Grade Bologna, Sausages, Hams, Bacon, Pure Lard

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ST. LOUIS

Complete Line of Pork Products Hams, Bacon, Lard

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CAR LOTS SHIPPED TO ANY PART OF THE U. S.

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HAMS AND BACON
WHITE ROSE PURE LARD**

A Full Line of Packing House Products

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Hams Bacon Lard

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Packers OHIO

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Bacon
Lard**

ESTABLISHED 1884

**Dry Salt Meats
Green Meats
Sweet Pickled Meats**

Miller & Hart - Chicago

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LARD SAUSAGE**

SURELY SATISFY

**PIGS' FEET in glass jars
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CHICAGO



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Hog Belt of Iowa**

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hog belt of Iowa, enables us to put into

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IOWA
Pork Products**

that delicious tenderness and flavor for which
Iowa Porkers have become world-famed, and
there's the secret of the supreme goodness of
Decker's Iowa Hams, Bacons and pure leaf lard.

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High Grade Boneless Beef Cuts—Sausage Materials and Beef Hams

BARREL BEEF — CASINGS, ETC.

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Cuts and Choice
Dried Beef**

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Beef
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Sausage
Cooked Tongues

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**Dressed Beef
Derby Brand**

**Hams
Bacon
Lard**

**Straight and Mixed Cans
Green or Cured Meats**

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A. H. March Packing Co.
Pork Packers

ASK FOR THE Celebrated Diamond A. H. M. Brand
Hams, Bacon and Lard Known Since 1873 BRIDGEPORT, PA.

Choice City Dressed Pork Products

OUR city dressed pork products include all Fresh Pork Cuts, Boiled Ham, Sausage, Supreme Ham and Bacon. For high uniform quality, these products are excelled by none.

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616 West 40th Street, New York City

The Rath Packing Co., Waterloo, Iowa

Pork and Beef Packers

BLACKHAWK HAMS AND BACON

STRAIGHT AND MIXED CARS OF PACKING HOUSE PRODUCTS

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Union Stock Yards

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Curers of Finest and Select Brands
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1871 BRAND 1925
PRODUCTS

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PRODUCERS OF

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CARLOAD SHIPPERS OF DRY SALT, GREEN AND PICKLED MEATS

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THE CELEBRATED BRAND IRISH HAMS AND BREAKFAST BACON

Union Stock Yards
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Dressed Meats Provisions

Dressed Poultry,
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Railroad facilities for unloading cars
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Manufacturers of
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Pork & Beef Packers

Columbus, Ohio

Seven Schenk Bros., Managers

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Hams and Bacon

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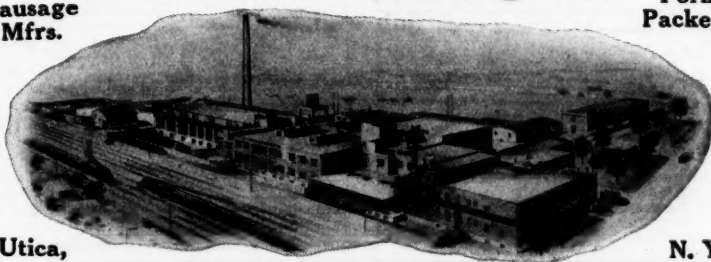
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Middle age man experienced in locating, equipping and operating chain retail markets, desires to connect with chain in operation. Prefer commission basis. Can show settlement sheet on results for years past. Proven money maker. Will go anywhere. W-804, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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Position wanted by practical man experienced in lard refining; cottonseed refining and deodorizing; compound making, tank house, both wet and dry rendering; bone house, fertilizer, animal and poultry foods. Truthful and honest. Guarantees results, 25 years experience. W-798, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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Superintendent, 25 years practical experience in all departments, wishes to change about February 1st. Can also assist considerably in marketing products. Prefer medium or smaller size plant with chance for expansion. W-793, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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With broad, successful experience is open for executive position in sales department with reliable progressive packer. 10 years thorough experience in charge of large sales force, working territory with salesmen, building new business, etc. Can furnish references of highest calibre. Willing to locate anywhere or to travel. W-800, The National Provisioner, Old Colony Bldg., Chicago, Ill.

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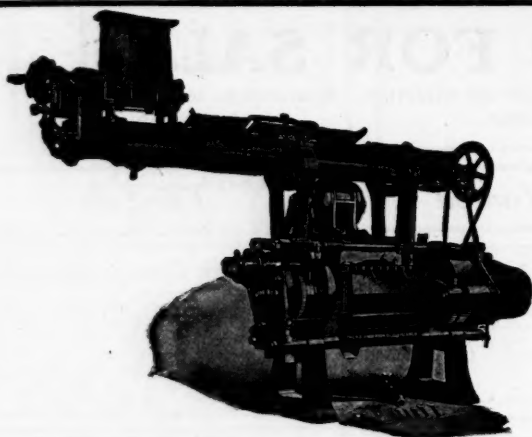
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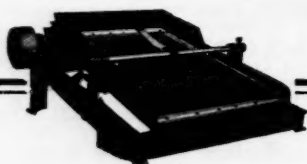
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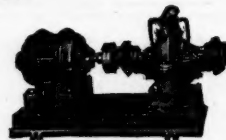
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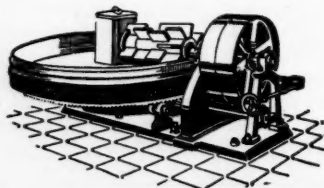
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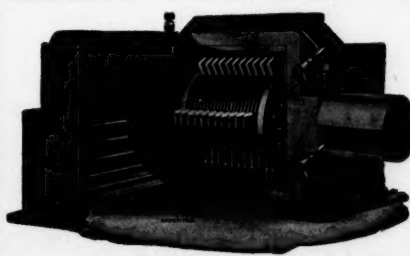
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Dry and Green Bone,
Expeller Cake.

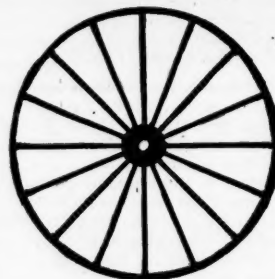
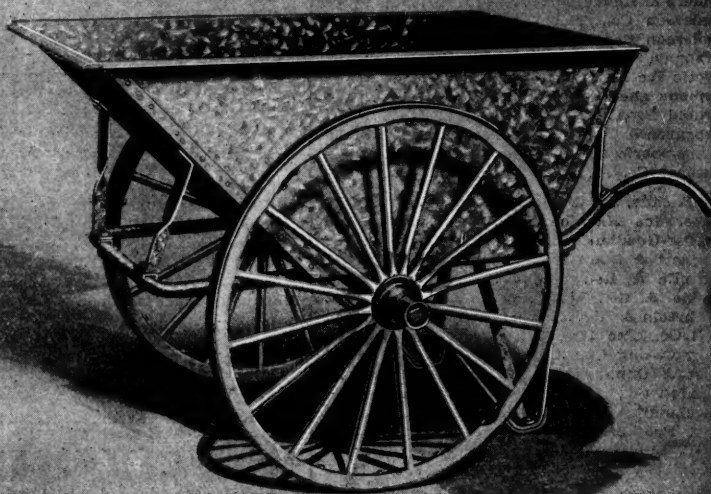
SPECIAL HAMMERS, CUTTERS AND GRATES to produce maximum outputs.
"OPEN-DOOR" ACCESSIBILITY—belt driven or direct connected.
Roller bearings, heat treated shaft, large feed opening.
USED BY LARGEST PACKERS

STURTEVANT MILL CO., HARRISON SQUARE BOSTON, MASS.

THERE IS A SUITABLE STERLING FOR EVERY TRUCK SERVICE

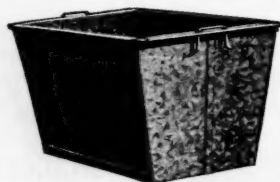


THE No. 119
PIONEER MEAT BUGGY



We Make That Which Is Wanted

Sterling Trucks were designed by the users themselves, and therefore must be what the user wants in size, weight and construction. The No. 119 was actually designed by and made for the Hammond Packing Company many years ago. Its construction has never been changed and it remains the standard meat buggy in most of the large packing plants.



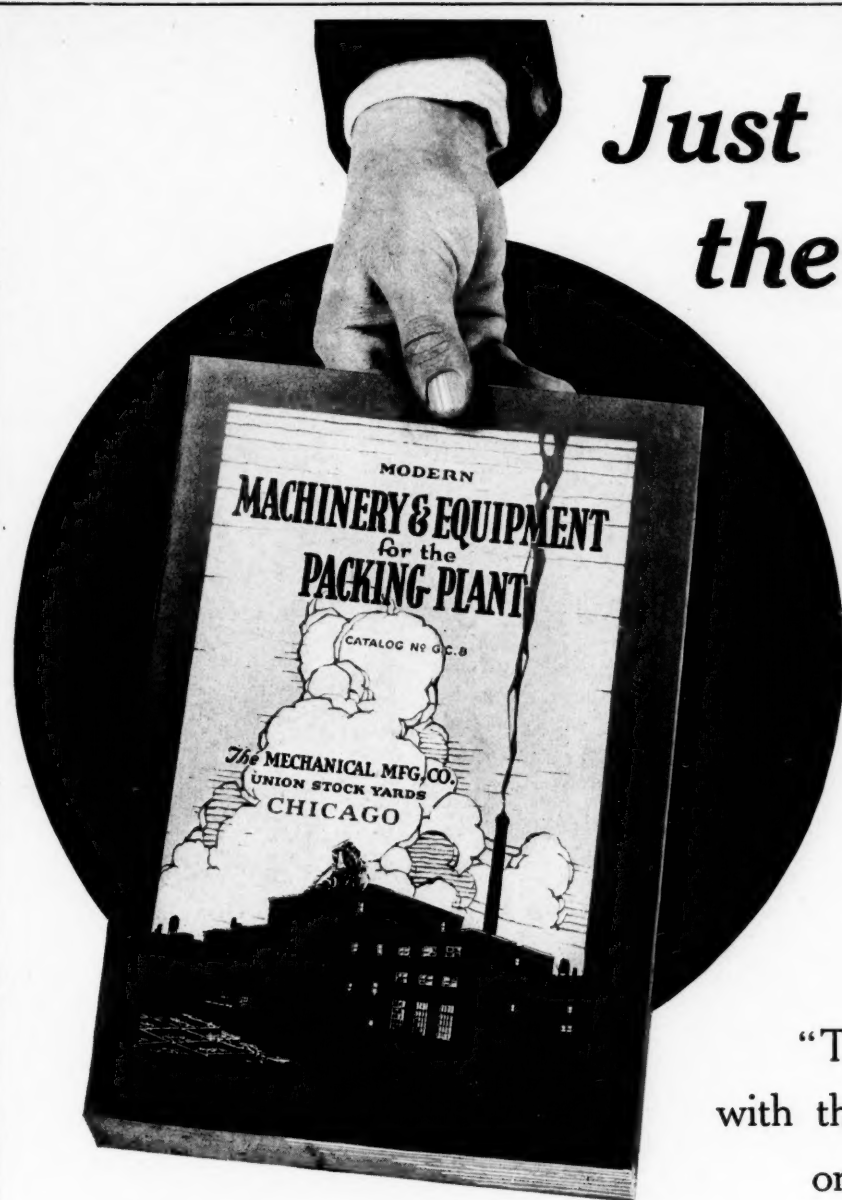
Sterling Wheelbarrow Company

NEW YORK
BOSTON
CLEVELAND
BUFFALO

MILWAUKEE, WIS.

CANADIAN AGENTS: MUSENS LIMITED, MONTREAL, TORONTO, WINNIPEG, VAN COUVE

DETROIT
CHICAGO
ST. LOUIS
SPOKANE



Just Off the Press

"The Catalog
with the Packing House
on the Cover"

Our New—

General Packing House Machinery Catalog

is being mailed this week—Every packer should have a copy—If you do not receive yours within a few days please notify us.

We Hope You Will Like It

THE MECHANICAL MANUFACTURING COMPANY

"If It's for the Packinghouse—We Make It" Pershing Road and Loomis St., CHICAGO, ILL.



A very small segment of the Indianapolis skyline; and the Swift & Company branch house in that city.



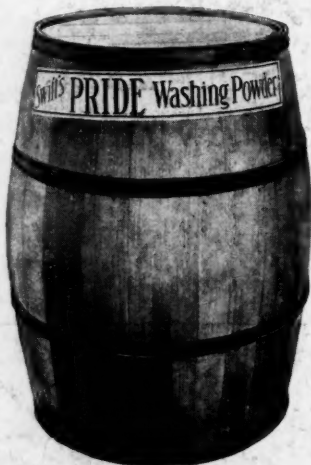
INDIANAPOLIS

One of the Busiest Cities in the Middle-West

Indianapolis, Indiana, is often referred to as the "Hub City." The name arises from the importance of the city as a distributing center. In order to derive full advantage of the city's splendid facilities for distribution, Swift & Company built a branch house here many years ago. It is, today, one of five hundred similar service stations located at strategic points throughout the country.

Indianapolis Packing Houses Enjoy Typical Swift Service

There are many packing houses in this district, and in a large percentage of them *Pride Washing Powder* is used regularly for all cleaning purposes. *Pride* is preferred by the operators of these houses not only because it is thoroughly efficient and applicable to every cleaning job on the plant, but because of the prompt service which is extended to them by Swift & Company's representatives in the Indianapolis branch house.



It makes no difference where you are located—there is a Swift branch in your neighborhood that carries a stock of *Pride Washing Powder* and will give you the same type of service that the plants in the Indianapolis district enjoy.

Order a barrel of *Pride* from them today for your plant.

Swift & Company

Soap Department
Chicago

